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MARCH 3, 1928.

SUBSCRIPTION WITH  
DIARY 20/- PER ANNUM  
SINGLE COPIES 9d.

Vol. CVIII.

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Clinical experience amply demonstrates that, for the induction of anaesthesia with *certainty, safety, and freedom from* post operation nausea, Macfarlan's Anaesthetics are not surpassed by any others on the market, whatever their source or price.

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HOWARDS & SONS, LTD. (Est. 1797), ILFORD

# W. J. BUSH & CO. LIMITED

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*DISTILLERS AND IMPORTERS OF PHARMACEUTICAL*

## ESSENTIAL OILS

*MANUFACTURERS OF*

## FLAVOURING ESSENCES

*FOR ALL PURPOSES*

AND

## FINE CHEMICALS

### *SPECIALITIES*

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METHYL SALICYLATE

COUMARIN "BUSH"

SODA SALICYLATE

CHLOROFORM

## VANILLIN "BUSH"

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(Registered Trade Mark)

COMPOUND  
FLORAL OILS  
for SOAPS

PERFUMERY OTTOS

SYNTHETIC  
PERFUMES

TOILET WATER  
CONCENTRATES

*Samples on request.*

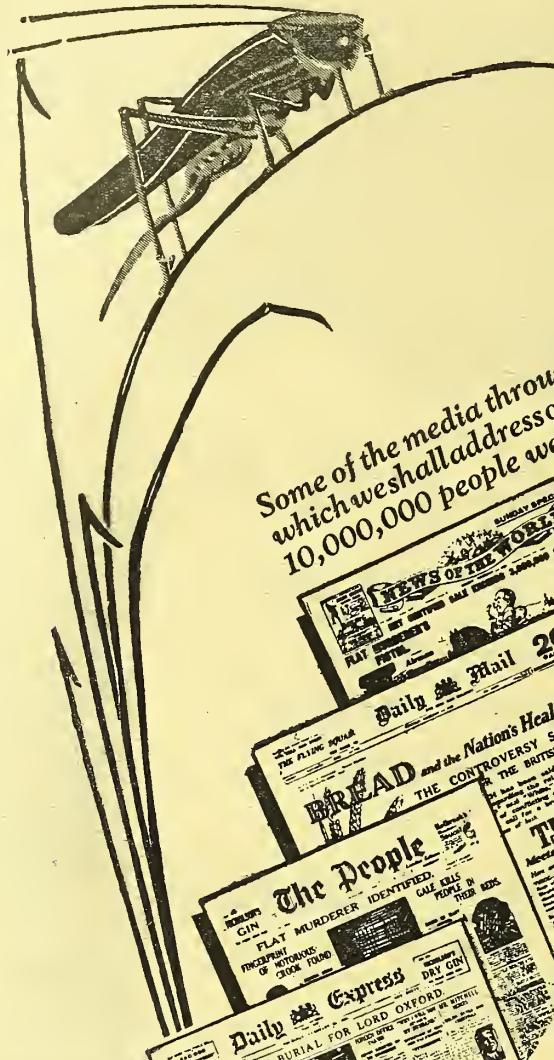
Stevenson & Howell Ltd.  
Standard Works,  
Southwark St., London S.E.1. Estd 1882

Telephone,  
HOP. 4833 3 Lines.

Telegrams,  
"DISTILLER TELEW. LONDON."

MANUFACTURED ENTIRELY IN OUR OWN LABORATORIES

A A



Some of the media through  
which we shall address over  
10,000,000 people weekly

"GRASS  
to the

SECURE THIS FINE  
DISPLAY CARD WITH  
DUMMY CARTONS—  
IT WILL AID SALES.

The size of this  
card when  
erected is 15  
inches high by 11  
inches wide. It  
is artistically  
printed in green,  
flesh and blue on  
a cream base.

★ SUPPLIES  
OF WELL  
PRINTED  
COUNTER  
WRAPPERS  
ARE ALSO  
AVAILABLE  
IN ANY  
QUANTITY



GRASSHOPPER LIMITED  
Telephone: North 2835

# HOPPER' fore again!

There is no need to tell you of the merits of Grasshopper Ointment, which for sixty years has remained unsurpassed in the treatment of bad legs, varicose ulcers, piles, poisoned wounds, chilblains, etc.

But you will naturally be interested in a scheme whereby you are going to sell more and more of this preparation.

Now, we have in the name "Grasshopper" a name to conjure with, a name known the world over amongst the older people. That is why a revival of efficient advertising is going to make it a household word with the younger generation,

and that is why we are going to consistently advertise Grasshopper Ointment again.

The papers we have selected are read by over 10,000,000 people and they go right into the homes of the classes who use patent ointments, hence the reason why we assure you of a consistently growing demand for this fine old remedy.

An attractive showcard has been prepared, and as you are well aware, the best way to increase sales is to link up with advertising efforts. So secure one of these effective sales aids, display it in your window or on your counter and so ensure your share of trade.

# GRASSHOPPER OINTMENT

If you are temporarily out of stock, Grasshopper Ointment is immediately obtainable from every wholesale house throughout the country.





Olive Oil  
you can sell  
with confidence

It is possible to obtain many grades of Olive Oil with equally varied fancy descriptions, but you cannot have better than the best. Although there may be higher priced brands there are none better than—



*Le Cris*

### Pure Edible Olive Oil

Reputed $\frac{1}{4}$ -pints	-	Per dozen	6/3
„ $\frac{1}{2}$ -pints	-	„	10/-
„ pints	-	„	18/6
„ quarts	-	„	33/-
1 gallon (free tin)	-	Per gallon	12/-

Carriage paid on 6 gallons or 1 gross  $\frac{1}{4}$ -pints.

Attractive Lithographed Showcard on request.

Can only be obtained from

## BUTLER & CRISPE

J. H. CRISPE.

L. H. CRISPE.

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English and Foreign Proprietary Medicines, Perfumery, Toilet Goods, Druggists' Sundries,

80-82 CLERKENWELL ROAD - LONDON, E.C.1

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# OLDFIELD, PATTINSON & CO.

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"OPIUM MANCHESTER"

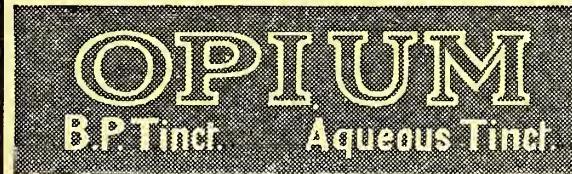
TELEPHONES:  
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Reliable House for all  
Pharmaceutical Preparations

Concentrated Waters.

Concentrated Infusions.

Essential Oils.



"Silver Churn" Dairy Specialities.

MANCHESTER.

Liquid Extracts.

Levigated Ointments.

Syr. Glycero-phos. Co.

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# Piesse & Lubin Ltd

Announce a new creation

## "INTRIGUE"

A delightful series comprising 14 items which are now being demonstrated in the large London stores. This series has made an immediate impression, and you would be well advised to write for full particulars of the above together with details of our special bonus offer.

|| A request will bring full particulars, together with introductory Coffret containing perfume, face powder, and vanishing cream, by return. ||

SCEPTRE HOUSE, 169/173 REGENT ST., LONDON, W.I

# CUPAL NEWS

MARCH 3, 1928.

## GOODWILL is like MERCURY

*let it Loose and it Spreads*



## “FLU” POWDERS

are one of those lines whose merits soon spread, and with your co-operation sales inevitably increase.

Many “Flu” days are yet ahead this season, but each day is valuable; no more profitable display can be made than one of RED RING “FLU” POWDERS. Send now for either No. 1 or No. 2 parcel.

### Parcel No.1(Special Offer).

	Cost
12 doz. 1/- Packets in show outers	£3 12 0
<i>plus</i> 3 doz. 1/- Packets	Free bonus
less 10% 28 days ...	7 3
	£3 4 9
Return @ 1/- Packet	£9 0 0

**PROFIT 180% on cost.**

### Parcel No. 2.

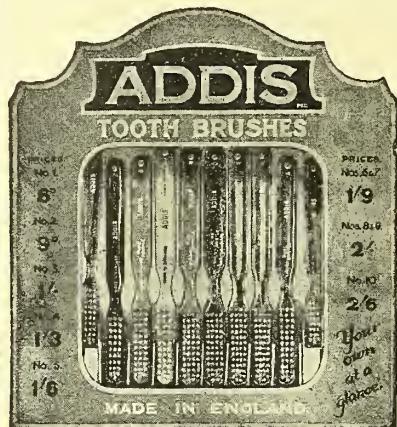
	Cost
6 doz. 1/- Packets ..	£2 8 0
<i>plus</i> 1 doz. 1/- Packets	Free bonus
less 10% 28 days ...	4 10
	£2 3 2
Return @ 1/- Packet	£4 4 0

**PROFIT 95% on cost.**

## CUPAL Ltd. Blackburn.

# WHY BUY FOREIGN?

YOU CAN NOW SELL ENGLISH MADE AT PRICES FROM 6d. TO 2/6.



1/2 DOZ EACH	PRICE PER DOZ.	HALF DOZ.	SELLING PRICE
	No. 1	4/-	6d.
	.. 2	4/8	9d.
	.. 3	6/-	1/-
	.. 4	7/-	1/3
	.. 5	9/-	1/6
	.. 6	10/-	1/9
	.. 7	10/-	1/9
	.. 8	10/6	2/-
	.. 9	10/6	2/-
	.. 10	13/6 cost	2/6

COSTING IN ALL £2:2:7  
SELL FOR - - £4:10:0

**SHOW 110%  
PROFIT ON COST**

**ADDIS** REGD.  
**TOOTHBRUSHES**  
MADE AT  
HERTFORD

## THIS CASE FREE

with the following assortment obtainable with other Goods from your usual wholesaler



**SOUPLEX**

## Safety Razor Blades

yield the Chemist **33 1/3%** profit on the selling price, **50%** on cost

Every assistance is given to the chemist to sell "Souplex" Blades, for we advertise extensively in the daily newspapers. And the high standard of quality proves a sure repeat sale.

This line gives you 5d. profit on each 1/3 sale, 10d. profit on each 2/6 sale, which is the best of reasons why you should stock "SOUPLEX" Blades—and push them.

DO SO NOW. ORDER FROM YOUR WHOLESALER.

**SOUPLEX LTD. . . . MORECAMBE**

# GREAT SUCCESS OF NEW MIX ADVERTISING CAMPAIGN

NEW  
MIX

**9**

## REASONS

why the public  
are buying, and

**9**

NEW MIX  
features and  
selling points.

1. A New Discovery.
2. British Made.
3. A tube within a tube.
4. Contains Fruit Juices.
5. Whitens teeth in 9 days.
6. No Grit.
7. No Soap.
8. No Drugs.
9. Satisfaction guaranteed or purchase price refunded.

THE NEW MIX advertising campaign, embarked upon but a few weeks ago, has been a phenomenal success, far greater than the makers, even in their most optimistic moments, had hoped.

This scheme was in the nature of a test to feel the public's pulse, as it were, on a tooth paste which has features distinctly its own. More, much more, advertising is to follow.

Are you taking advantage of this well-advertised, extremely profitable line to increase your own turnover? Nearly every one of the chemists who booked a trial order has re-ordered and re-ordered, proof that New Mix is not a tooth paste that will, for long, encumber the shelves.



GILMONT PRODUCTS, Ltd.  
35 CRUTCHED FRIARS, LONDON, E.C.3

A BIG  
SELLER

LUCKY  
AMULETTES D'ANGKOR

Miniature reproduction  
of an idol, in stone,  
holding two sticks of  
incense.

They appeal to  
all classes and  
sell at sight.



RETAIL  
**1/6**

Complete with  
twelve sticks of  
Incense.

Prices :

Per doz. . . . . 12/-  
3-doz. lots . . . . 11/-

Separate sticks of Incense, in packets of 12 :

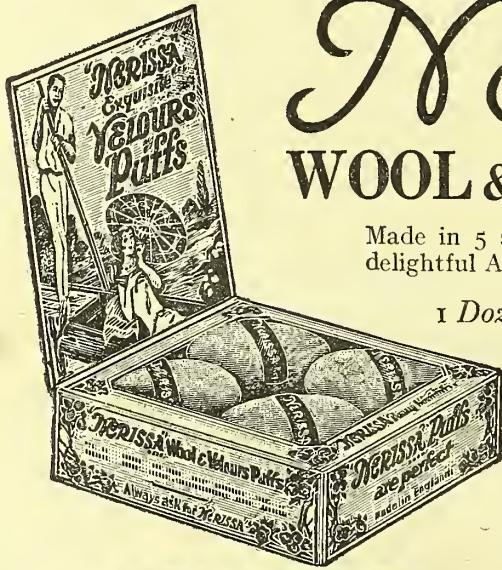
5/3 per doz. packets.  
3-doz. lots, 5/- per  
doz. packets.

*Sole Distributors  
for Great Britain*

**SPURWAY ET CIE, LTD.**  
89 GREAT EASTERN ST., E.C.2

Telegrams: "Neroli, London."  
Telephone: Bishopsgate 1372.

*An Exquisite Display for an EXQUISITE ARTICLE*



**NERISSA**  
WOOL & VELOURS PUFFS

Made in 5 sizes, 2, 2½, 3, 3½, 4 inches, in White and  
delightful Art Colours, each in Cellophane Envelope.

1 Doz. in Display Carton in Colours (as shown).

The GOODS are PERFECT.  
The PRICE is RIGHT.  
The DISPLAY SELLS THEM.

Order a trial box of 1 dozen from your Wholesale House to-day and a box of 2 dozen

Face Cloths at the same time. We guarantee that you will be satisfied.

**Watersprite**  
MADE IN  
ENGLAND

GOSWELL ROAD - - LONDON, E.C.1

**SOLPORT**  
BROTHERS LIMITED

# Maw's Page



## It is good policy to sell Maw's Dressings

It is good policy every now and then to make an impressive window display of surgical dressings, not only because dressings are a staple line selling steadily throughout the year, but also because a dressings display emphasises the professional nature of pharmacy and points out the pharmacist as the proper supplier of surgical and medical sundries.

It is good policy to build your display with Maw's surgical dressings because they are packed and presented in a manner which suggests high quality and because the series of attractive showcards supplied with them will make your display doubly effective.

It is good policy, also, to concentrate your selling efforts on Maw's dressings because Maw's are actual manufacturers of surgical dressings with an old established reputation to sustain and because every package you sell will give certain satisfaction to your customer and yield you a fair margin of profit.

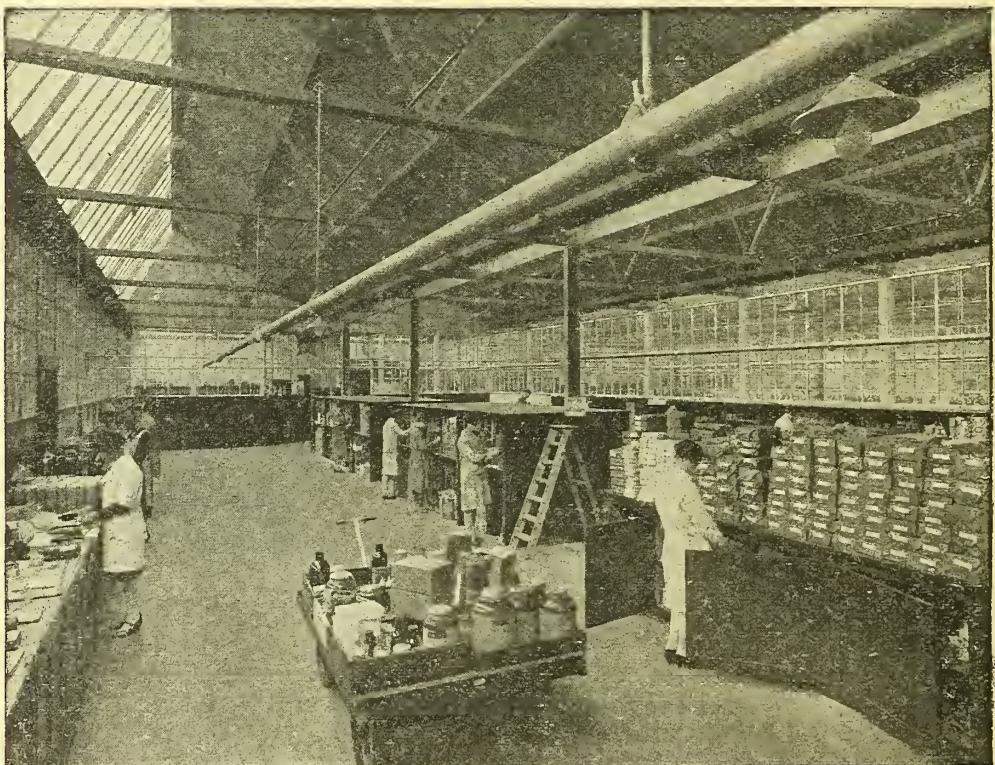
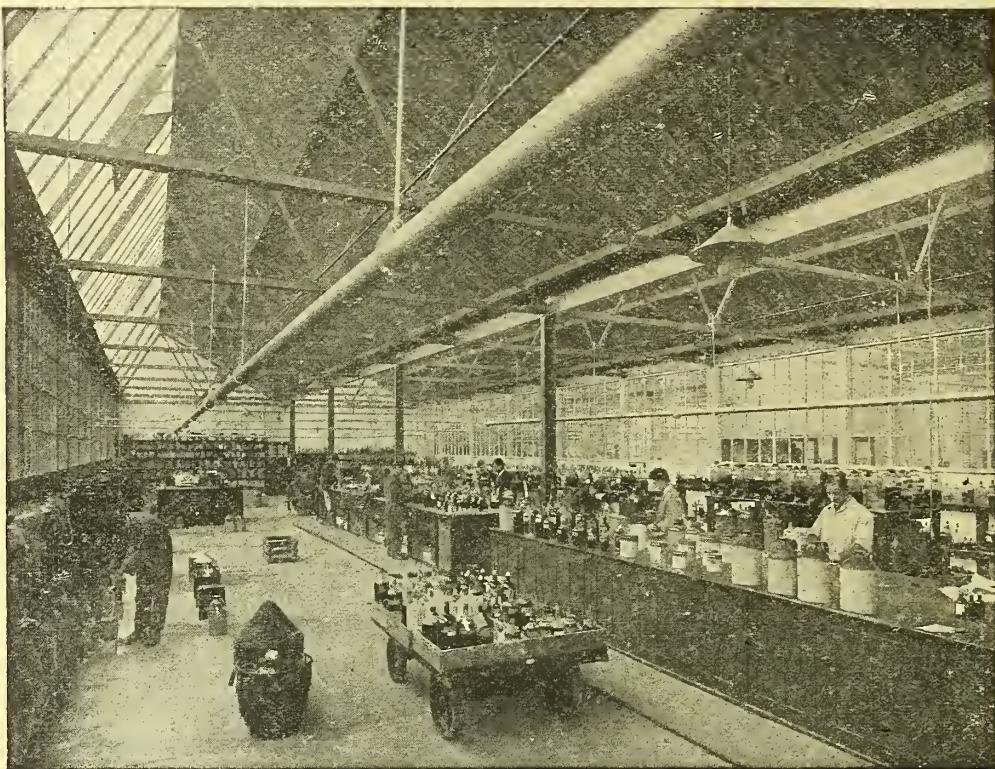
*Display, stock and sell Maw's Dressings.*

S. Maw, Son & Sons, Ltd.,  
Aldersgate St., London,  
and Barnet.



ENQUIRIES

INVITED



Further views of the recently erected new premises of  
**JOHN RICHARDSON & CO. (Leicester) LIMITED**  
Evington Valley Road, Leicester.

Upper: THE WET ROOM.

Lower: SUNDRIES ROOM.

# SHOP FITTINGS

of every description  
for the Pharmacy

IF you contemplate opening a new Pharmacy or remodelling an established business, we are prepared to assist you with designs and quotations, based on our unique experience as Chemists' Shopfitters with inside knowledge of the requirements of the Trade.

Our Experts always at your service.  
Competent fitters sent to all parts.

EXTERIORS

SHOP FRONTS  
GLASS SIGNS  
GLASS TABLETS  
LEADED LIGHTS  
RUBBER ENTRANCES  
RUBBER MATS  
GILT WOOD LETTERS  
SUN BLINDS  
Etc., Etc.

INTERIORS

WALL CASES  
DRUG RANGES  
BOTTLE SHELVES  
COUNTERS  
COUNTER CASES  
DISPENSING SCREENS  
SPONGE CASES  
SILENT SALESMEN  
Etc., Etc.

*Evans*

EVANS SONS LESCHER & WEBB, LTD.  
LIVERPOOL & LONDON

# WILLIAM EDWARDS & SONS

FOR UP-TO-DATE AND  
SEASONABLE TOILET REQUISITES

We hold  
large and varied  
stocks of  
**SPONGE BAGS,**  
**HOLDALLS,**  
**WASHING SQUARES,**  
including the well-known "Vic.",  
"Turknis" and "Watersprin."  
**WASHING GLOVES, TURCO**  
**LOOFAH,**  
ETC.



We shall  
be pleased to  
send a range of samples  
on receipt of postcard, or our  
representative will pay  
you a visit.

We specialise in  
**TOILET SPONGES**

**WILLIAM EDWARDS & SONS**

WHOLESALE AND EXPORT  
DRUGGISTS' SUNDRIESMEN

14-18 NILE STREET, CITY ROAD, LONDON, N.1

Telephones: CLERKENWELL 5230, 5231, 5232.

Telegraphic Address: "MEDICINES, NORDO, LONDON."

## WHAT'S MY WEIGHT?

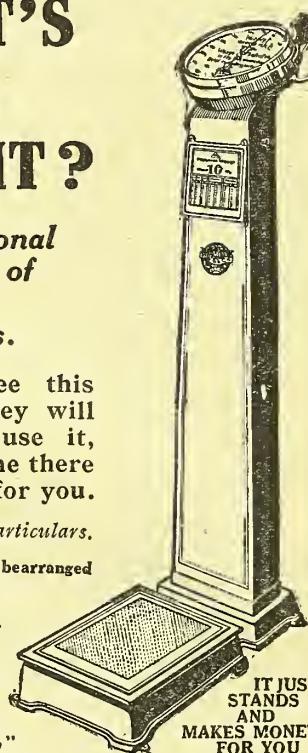
*The personal  
question of  
all your  
customers.*

Let them see this  
machine. They will  
instinctively use it,  
and every time there  
is one penny for you.

*Send for full particulars.*

Hire Purchase Terms can be arranged

**SHEFRASS'S** Estab.  
**NOVELTY CO.** 1899  
2, 4, 6, Cambridge Rd.,  
LONDON, E.1.  
Phones: East 5143  
East 1277  
Wires: "Gymnozzles, Edo"



## DAWSON'S DENTIFRICE

COST

**3/-**  
doz.

SELLS

**6d.**

Profit  
**100%**  
on  
Cost



IN ALUMINIUM TINS.

ATTRACTIVE SHOWCARDS  
BONUS for WINDOW DISPLAY

Carriage and Packing FREE. Monthly a/cs.  
SPECIAL QUOTATIONS for WHOLESALEERS.  
Write for a Sample Tin.

**FREER'S MFG. CO. LTD.**

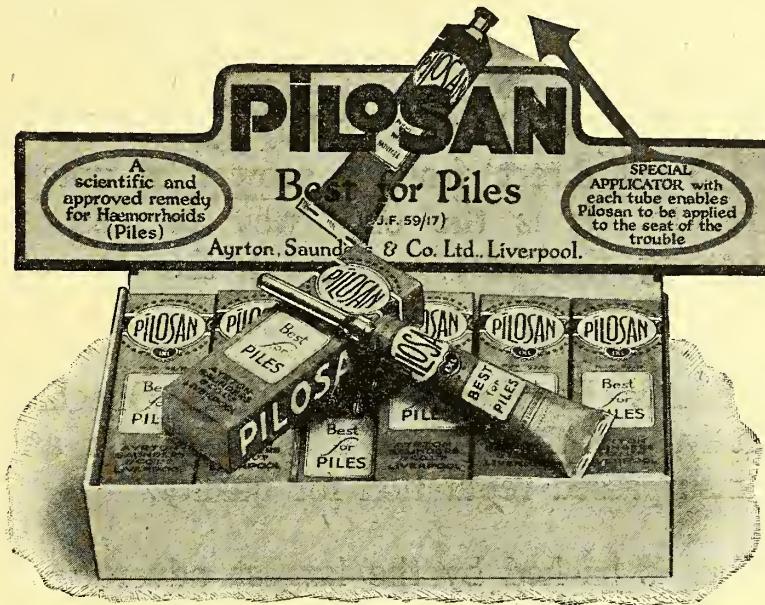
6/7 Norton Folgate, Bishopsgate  
London, E.C.

Phone: Bishopsgate 2209.

# Will they ever ask?

YOU as a Pharmacist have an instinctive idea of the number of persons who suffer from Piles—but you seldom offer them a remedy except at their request.

Let our Display make the suggestion, and you will be surprised at the resulting demands.



## PILOSAN—*Best for Piles*

Retails at 1/3 per tube.

Trade price 8/- per dozen

With special applicator which enables the medicament to be applied to the seat of the trouble.

Entirely distinctive in pack, attracting immediate attention, and making a subtle suggestion which is too difficult for the spoken word.

*Particulars on application of other styles, suitable for Chemist's own name. Special packings for Export—prices on request.*

**AYRTON'S PROGRESS is a Topic in Pharmaceutical Circles**

---

AYRTON, SAUNDERS & CO. LTD.  
34 Hanover Street :: :: LIVERPOOL.

# SASSO OLIVE OIL

BE sure that you buy your Olive Oil direct from a grower of noted repute. It is the only way to ensure getting the best quality at the lowest price.

Messrs. P. Sasso & Figli, of Oneglia, Italy, are the largest producers with an unsurpassed reputation for quality.

This is backed by the largest advertising scheme that has ever been launched for Olive Oil.



Write for New Season's samples and prices, and make your contracts now.

*Producers:*

**P. SASSO & FIGLI,  
ONEGLIA, ITALY.**

*Sole Distributors for the United Kingdom:*  
**FREDK. BOEHM, LTD.,  
17, Jewry St., London, E.C.3.**





# STANDS ALONE!

To EXPORT BUYERS:—All orders and enquiries should be addressed to our Sole Export Agents  
Wm. ALFRED JONES Ltd., West India House, Liverpool

THOMAS KERFOOT & CO LTD  
BARDSTON VALE, LANCASHIRE,  
& Bardsley House, London, N.1  
ESTABLISHED 1797.

C/327

COPYRIGHT



## Moorland Heart Shape Tablets are downright dependable

That's one of the things that is holding so many pharmacists to this good old faithful brand. It is *always* good—it never varies. So is it any wonder that this line is growing in popularity over the whole of the British Isles? Is it any wonder that pharmacists are buying more and more every day? It is so utterly dependable and never lets you down. The constant increase in sales proves that "Moorland" is the brand the public demand.

The product is *right*—the prices are *right*  
and above all—the SALES are *right*

ONE DOZEN 4/6. ONE GROSS 51/- RETAIL 7½d.

**ORDER SOME NOW—AND KEEP BUSY**

W. B. Cartwright Ltd. Rawdon near Leeds



## Familiarity breeds —business

which means that the oftener people read about 'Roboleine' and the oftener they SEE it displayed in your pharmacy, the more inclined are they to BUY it.

**WE NEVER STOP ADVERTISING**  
and if you will back it up by display and recommendation, we shall both benefit.

**HAVE A WINDOW DISPLAY OF**

# Roboleine

THE FOOD THAT BUILDS THE BODY

*Write for generous Window Display Terms.*

**OPPENHEIMER, SON & COMPANY LTD.**  
179 Queen Victoria Street, London E.C. 4.

*Manufacturers of "Maglactis," the Pure Hydrate of Magnesia with the continuous action.*



**O. & S.**

# LIME OIL

(W.I. Distilled.)

Finest quality at favourable prices

Write:

White, Tomkins & Courage, Ltd.  
North Albert Works, Reigate, Surrey.

Lemon Oil : Orange Oil : Bergamot Oil :  
Mint Oils : Buchu Oil : C.16 Aldehyde



Chemical Works "Flora"  
DUBENDORF, ZURICH - SWITZERLAND  
Manufacturers of  
**SYNTHETIC & AROMATIC CHEMICALS**

Offer special compositions for BRILLIANTINES, soluble in oil and alcohol, in the following odours:

CARNATION 233 ..	18/-	1b.
EAU DE COLOGNE 375	21/6	,,
HYACINTH ..	18/-	,,
JASMIN 1137 ..	18/-	,,
JASMIN 4002 ..	19/-	,,
JOCKEY CLUB 258 ..	18/-	,,
LILAC 1108 ..	17/-	,,
LILY of the VALLEY C.H. 33/-		
ROSE 2466 ..	24/-	,,
ROSE 2565 ..	18/-	,,
VIOLET A ..	36/-	,,
VIOLET B ..	24/-	,,
WALLFLOWER 234 ..	18/-	,,

We recommend these on account of their strength and cheap price.

STOCKS HELD IN LONDON.

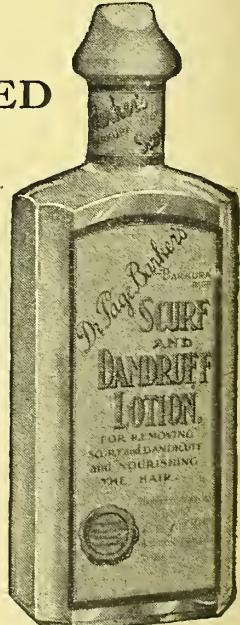
Samples and particulars from—  
**CHAS. ZIMMERMANN & CO. (Chemicals), LTD.**  
St. Mary-at-Hill, London, E.C.3

Every Bottle is  
**GUARANTEED**

EVERY bottle of Dr. Page-Barker's Scurf Lotion bears a positive guarantee that it will eradicate scurf or the purchase price will be refunded. This makes it the easiest to sell of all hair and scalp specifics. And the profit is handsome.

18/- per Doz.  
Retail - 2/6

With every order for 3 dozen you get three 2/6 bottles as bonus, handsome metal show-stand, and attractive showcards.



**Dr. Page-Barker's  
Scurf Lotion**

Thos. CHRISTY & CO., 4-12 Old Swan Lane, LONDON, E.C.4



## ESTABLISHMENT BRISTOW

### A PROPOSITION WORTH STUDYING

#### Trial Parcel of Bristow's Toilet Preparations

MINIMUM STOCK MAXIMUM PROFIT  
BONUS OFFER SHOWING OVER 100% ON COST

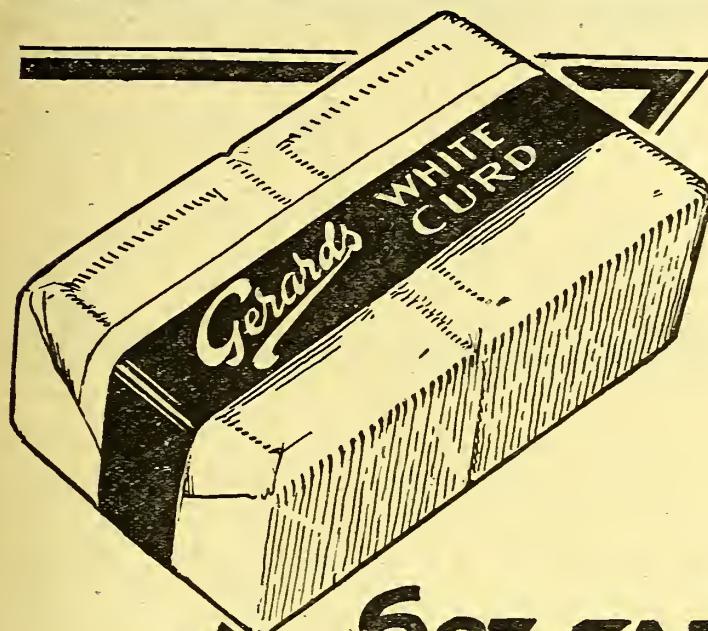
Competitive goods, distinctive design and perfect consumer satisfaction because of their undoubted purity.

Bonus Offer closes April 30th, 1928.  
One Bonus Parcel to each shop only.

*Full particulars will be sent you free on request on application to T. F. Bristow & Co., Ltd., Colindale, N.W.9.  
Be sure to mention the "Chemist and Druggist."*

**T. F. BRISTOW & CO. LTD.**  
Colindale, Hendon. N.W.9

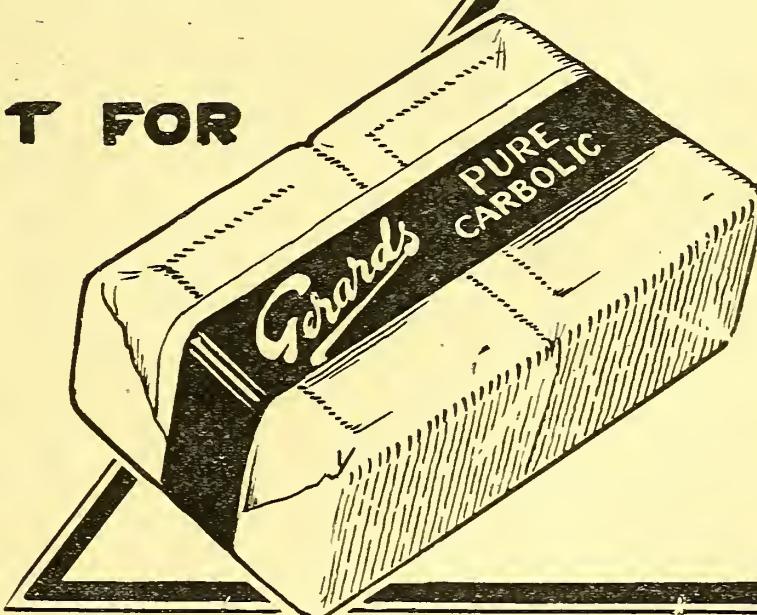




**SUPPLIED  
TO  
CHEMISTS  
ONLY.**

**6OZ TABLETS  
RETAIL PRICE -  
3<sup>d</sup> PER TABLET.**

**30% PROFIT FOR  
THE  
CHEMIST  
ON  
SELLING  
PRICE.**



**GERARD BROS., LTD.,  
THE SOAP WORKS, NOTTINGHAM.**

# AMERICA'S MOST PREPARATIONS

**NEARLY A MILLION WOMEN SEE THESE ADVERTISEMENTS EACH WEEK!**



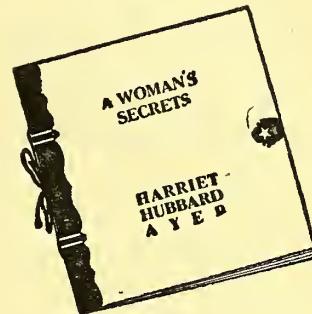
FOR A QUARTER OF A CENTURY—throughout America the name of Harriet Hubbard Ayer has been famous among beauty preparations. Only the purest and most trusted powders and lotions and creams bear that name. Well-groomed women all over the United States buy them regularly. This year a vigorous and widespread advertising campaign is introducing these preparations to the best class of Englishwoman. Harriet Hubbard Ayer's preparations on your shelves and counters invite the custom of women whose custom is worth having. And as the advertisements bring them first to your shop, the knowledge that you stock Harriet Hubbard Ayer's full range will bring them back again and again!

BEAUTIFULLY DESIGNED, persuasively written—seen week by week in full pages in the SKETCH, TATLER, HOME NOTES, month by month in whole and two-thirds pages in VOGUE and GOOD HOUSEKEEPING—these advertisements attract hundreds of thousands of women to Harriet Hubbard Ayer's preparations. They attract women to the shops where they can buy Harriet Hubbard Ayer's preparations—*your shop* if you carry a stock.

# FAMOUS BEAUTY COME TO ENGLAND!

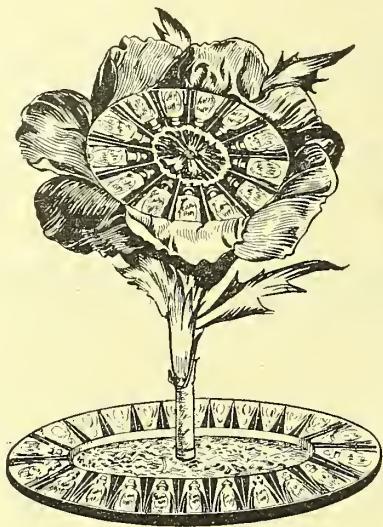
THIS CHARMING BOOKLET on your counter — a copy given to every woman who comes to buy Luxuria — will bring her back to you again and again, will bring her friends, too, to buy Harriet Hubbard Ayer's other delightful preparations.

AND OUR TERMS — 30% discount if you deal direct with headquarters (Sexton-Dodge Ltd., 150 Regent Street, London, W.1). 5% additional discount on all orders £5 nett and over. 1% additional discount on cash paid within 10 days. Carriage paid on orders over £2 gross. Harriet Hubbard Ayer, Incorporated, London, Paris and New York.



A BOOKLET  
FOR YOUR  
CUSTOMERS

H A R R I E T  
H U B B A R D  
A Y E R



Complete Poppy, containing one dozen bottles in flower and two dozen in base, costs

**18/-**

RETAIL **9d.** EACH.

# PERONIA EASTERN POPPY

(ANNOUNCEMENT No. 2)

## WE ARE IN A DIFFICULTY.

HAVING produced something entirely different in Display Stands, we cannot describe it well enough to make you realise what a wonderful salesman it is. It cannot fail to rouse the curiosity of all who come into your shop.

Here is our suggestion: we will pay the carriage on one stand so that you can see it for yourself. Just order one No. 440 Stand at 18/-.

**READY MARCH 5th.**

THE PERONIA CO  
NOTTINGHAM

# MERCOLIZED WAX

— : for the Complexion : —

and

# STALLAX

— : a Shampoo : —

**T**WO substantial and well-advertised lines which show a handsome profit to the Retailer, and, moreover, may be stocked fearlessly owing to the Manufacturers' most liberal Sale or Return Guarantee.

**Both** are obtainable in two sizes, and their reputation and sterling value assure a steady turnover.

*Order through your Wholesaler, or direct from:*

**DEARBORN (1923) LIMITED**  
**37 GRAY'S INN ROAD, LONDON, W.C.1.**

## Rêve d'or

(Golden Dream)  
The Fragrance that is different  
now offered by  
**L.T. PIVER** PARIS  
creator of the inimitable  
**P O M P E ï A**  
Le Trèfle Incarnat  
**FLORAMYE**



Each original creation of the House of PIVER is the result of more than 150 years' experience in the Perfumer's Art. Only when they have passed the most severe tests such long experience dictates, are the PIVER products offered to the critical approval of the Feminine World.

IT is therefore with every confidence that we introduce to-day to the Trade our latest production:

## Rêve d'or

(Golden Dream)

ADVERTISED in leading illustrated papers.

WHOLESALE:	RETAIL:
60/-	7/6
84/-	10/6
124/-	15/6
doz.	
20/-	FACE POWDER
12/-	TALCUM POWDER
16/-	TOILET SOAP
10/-	BATH CRYSTALS
28/-	3/6
40/-	2/-
	1/3
	5/-

### SPECIAL OFFER: (AVAILABLE DURING MARCH ONLY).

The most profitable way of buying this striking novelty is to secure an

### INTRODUCTORY PARCEL

(WHOLESALE VALUE: 50/-)

which carries a BONUS and therefore  
**INCREASES YOUR PROFIT**

PARFUMERIE **L. T. PIVER** PARIS

LONDON DEPOT: 102 DEAN STREET, OXFORD STREET, W.1.

Distributing Agents for the Irish Free State: - WILCOX JOZEAU & CO., 19 TEMPLE BAR, DUBLIN.  
Scottish Representative: R. TELFORD, 16 CARLTON PLACE, GLASGOW, C.5.

## Don't Compare the FIRST Profit!



The biggest chemists in England link their reputation to ours. *Link your reputation to ours* and our advertising and display matter. The latter is yours for the asking.

Pocket	Shingle	Universal	Junior
3/6	4/9	5/9	7/6
Popular	Standard	Extra	
10/6	15/-	18/6	

For particulars of generous trade discounts write to your wholesaler.

You know that regular sales and repeat orders are the backbone of your business.

Certain brushes may show you a long profit on the first sale, but what else? And it will probably be only a very occasional sale because there is nothing special about the brush to create regular customers for you. Whereas there is no argument about stocking and selling the 'MASON PEARSON'.

The following facts are irrefutable:—

The 'MASON PEARSON' is the only RUBBER CUSHION BRUSH ON THE MARKET WHICH WAS INVENTED AND PATENTED by MASON PEARSON in 1885.

Since then there have been inferior imitations which try to give the impression that they also were in existence 40 years ago. This is not correct. THE 'MASON PEARSON' WAS THE ORIGINAL AND IS STILL THE BEST.

The 'Mason Pearson' during these 40 years has built up a reputation for unequalled quality. It is this reputation which makes it so easy for you to sell 'Mason Pearson' Brushes. The 'Mason Pearson' is the brush they buy regularly because one satisfied purchaser recommends it to many friends.

This is how the 'Mason Pearson' brings constant business, which shows you a hundred times more profit at the end of the year than the spasmodic profit you may make on inferior brushes.

## MASON PEARSON HAIR BRUSH

### Going Strong

Myatt Blades are on the fairway to one of the biggest successes known to the Trade. Sales mount steadily upwards month by month.

Everywhere Myatt Blades are being asked for; why not share this increasing business?

Order a stock from your Wholesaler. Ask him for display material and so link up with our advertising. Myatt Blades will bring you new custom and good profits.

5 Blades 1/3  
LESS 33 $\frac{1}{3}$ % showing a Profit of  
50% ON COST.  
MADE IN ENGLAND.



**MYATT**  
PATENT DAYMARKED  
**Blades**

W. J. MYATT & CO. LTD.,  
Argent Works, Birmingham.  
London Showrooms:  
94 Hatton Garden, E.C.1.

Trade Mark

### G. B. KENT & SONS, LTD.

Are known the World over as the Largest Manufacturers of

### BEST BRITISH BRUSHES

Please write for full Particulars to—  
75 FARRINGDON ROAD, E.C.1.

### KIRBEE

#### BRUSHES ARE GOOD SELLERS WITH BIG PROFITS

Kirbee Brushes, the latest product of the House of Kirby, are British made and guaranteed sterilized. The bristles do not shed from the nail-splitting handles. Each Kirbee Brush is packed in transparent germ-proof tube as well as attractive cardboard box.

##### FOUR MODELS.

Special Model. K 3 .. 2s. 6d. K 6 .. 4s. 6d.

K 4 .. 3s. 6d. K 8 .. 6s. 0d.

Write now for fuller details and particulars of generous trade terms.

**DOUGLAS KIRBY & CO. LTD** 9/10 CHARING CROSS, S.W.1  
Telephone: Gerrard 3147, 8063/4/5.

CONTRACTORS FOR ALL THE SCOTTISH RAILWAY BOOKSTALLS.



# Reduced Prices!

**NOTICE.—Crème Tokalon in Tubes (like all other Tokalon preparations) are supplied to Chemists, Hairdressers and Departmental Stores only.**

In order to make the price for Crème Tokalon in tubes more in harmony with the prices for Crème Tokalon in jars, the following reductions have been made in the price of tubes:—

	Old Retail Price.	New Retail Price.	Old Trade Price, Per Doz.	New Trade Price, Per Doz.
<b>Large Size Tube</b> -	-	1/-	10½d.	9/-
<b>Hand-bag Size Tube</b>	-	7½d.	6d.	5/8

Members of the Trade will be cordially welcomed by a Representative of Tokalon Ltd. at their Stand No. 5 on the "Bridge of Beauty" at the Ideal Home Exhibition, Olympia (London, W.14), where they are making a full display of their preparations.

## **TOKALON LTD.**

212-214 GREAT PORTLAND STREET, LONDON, W.1

## NO CHANGE IN QUANTITY OR QUALITY



The above miniature reproductions illustrate some of the large compelling advertisements which are now appearing in the unique and comprehensive

# Golden Glory

A. & F. Pears Ltd., London, Soapmakers to Their Majesties the King and Queen.

GGT 130-8

# PRECIPITATED CHALK

LIGHTEST, MEDIUM, DENSE  
And All Other Grades To Suit Every Purpose  
CHEMICALS FOR ALL INDUSTRIES.

'Phone: Central 4613. Tel. Add.: "Levermore, Phone, London."  
**A. LEVERMORE & CO., LTD.** ABC Codes  
8-10 GT. ST. HELENS, LONDON, E.C.3 5th & 6th Editions

# CAPPING SKINS

ARTHUR TOOMBS & CO.  
26/27 Bush Lane, Cannon Street, London, E.C.4.  
Tel. No. CITY 6501

WHITE & COLOURED  
SPLIT SKINS  
OPAQUE & TRANS-  
PARENT BAUDRUCHE

## FREDK. FINK & CO.

10 & 11 MINCING LANE, LONDON, E.C.3.

TEL.: ROYAL 6094.

GUMS, ARABIC and TRAGACANTH as Imported or  
Finely Powdered. :: SHELLACS ALL GRADES.



GREY HAIRS  
← appear just here.  
TOUCH THEM UP WITH  
**TATCHO-TONE** Post Free



and they will instantly recover their  
natural shade. Medical Guaranty with  
each bottle. Chemists' Prices 2/6 and 4/6

TATCHO-TONE CO., 5 Great Queen Street, London, W.C.2



## SHADEINE

For COLOURING GREY HAIR  
This popular article is largely advertised  
and stocked by all Wholesale Houses.  
Trial size 8d. per doz. . . . . 6/-  
1/4 size, per doz. . . . . 1/-  
2/6 size, per doz. . . . . 24/-  
3/9 size, per doz. . . . . 36/-

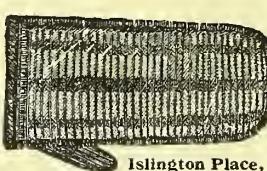
The SHADEINE CO., 58 Westbourne Grove, London, W.2.

## THE "SOMERSET" DOUBLE WARP Crepe Bandages

Oldest British Manufacturers. Lowest Prices. Highest Qualities  
SOLE MANUFACTURERS:  
F. W. FOLKES & CO., Wallbridge Avenue Mills, Frome, Somerset.

**ENGLISH GLORY** THE NEW BRIGHTENING  
TONIC FOR FAIR HAIR.  
**ENGLISH GLORY** BRIGHTENING TONIC  
FOR BRUNETTES.  
**ENGLISH GLORY** LIQUID FACE CREAM.

1/3-10/- doz. 2/6-20/- doz. 3/9-30/- doz. 5/9-46/- Nett.  
Prepared only by ENGLISH GLORY LIMITED,  
21 Palace House, Shaftesbury Avenue, London, W.1



Specialists in the Manufacture of—  
**HORSEHAIR FLESH GLOVES,**  
**BATH GLOVES &c.**  
Wholesale and Export.

**LAWRENCE & CO.**  
Islington Place, Clowdesley Road, London, N.1.

**CHAMOIS. SPONGES.**  
Send for Price list  
**John T. Barradell,**  
Phone: Manchester Central 2735. Wires: Sponges, Manchester

HOUSEMAIDS' GLOVES.  
CHAMOIS PADS.

28, Blackfriars Street,  
Manchester.

**SENTON 14 DAYS APPROVAL**  
upon receipt of cash or two wholesale trade  
references. The 'ARGYLE' TILL.  
Highly polished solid Mahogany,  
dovetailed edges. Check action to  
drawer. Alarm Bell. Lock and key  
to lid. Size 18 x 9 x 7½ ins.  
Paper Coils, 31 ins. wide, 4/6 doz.  
**DUDLEY & COMPANY, LTD.**, 558-576 Holloway Road, London, N.7. City Showrooms:  
65 & 66 Fore Street, E.C.2.

## For PILES there is nothing to equal THE DONOVAN PATENTED INSTRUMENT

The only instrument with a reservoir for Healing Balm.  
PRICE 60/- per doz.: 7/6 Retail. Protected.  
Sole Distributors to Wholesale and Retail Chemists  
in Great Britain and Ireland:

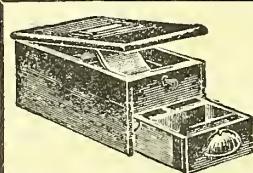
MACLEANS LTD., Park Royal, LONDON, N.W.10.  
Manufacturers: DONOVAN SURGICAL CO., 306 Romford Rd., E.7.  
FOREIGN AGENCIES AVAILABLE.



## "DEPENDABLE TOBACCO WHOLESALEERS."

MIXED PARCELS A SPECIALITY  
Established Fifty Years.  
Price Lists mailed on request.  
A PROFITABLE SIDE LINE  
FOR CHEMISTS.

SINGLETON & COLE, LTD., CANNON ST., BIRMINGHAM



## THE "OXON SAFE"

(Guaranteed 5 years)

A CASH TILL, in Solid Mahogany,  
4 compartments, one fitted with  
note clip. 17½" x 9" x 8".  
Rolls 3½" wide. **60/-** Catalogue CD2  
on request.

E. BERG, LTD.,  
336 OLD STREET, E.C.1

**EXCLUSIVELY A PHARMACY LINE**  
**P.P.T.** Py-SHAN POINTS TEA  
SECURES YOU REGULAR CUSTOMERS  
AND 7d. PER POUND PROFIT.

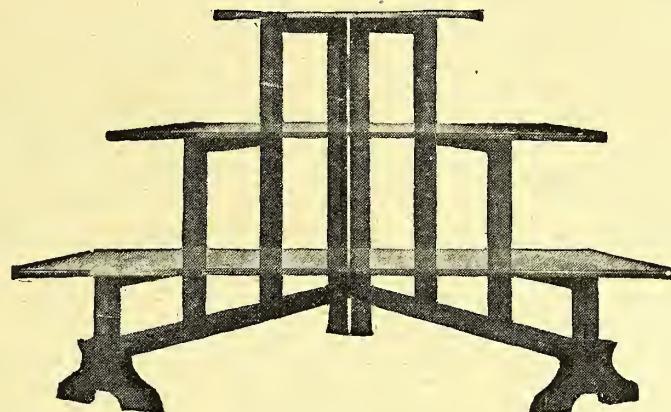
Write for full particulars to—Thos. Christy & Co., 4/12 Old Swan Lane,  
E.C.4



CD 705.

## Glass Pedestals.

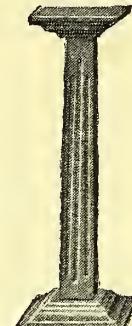
4"	6"	8"	10"
8/9	10/-	14/6	21/-
12"	14"	16"	18"
25/-	30/-	40/-	45/-
20"			
52/-	per Doz.		



No. CD 2253.

An excellent Stand for centre or corner display.

Made in Solid Oak, with Plate Glass Shelves, polished all round, 1 each 25/-



CD 711.

## Solid Oak Pedestal.

Light make.

6"	9"	12"	15"
2/3	2/8	3/1	3/6
18"	21"	24"	

3/11 4/4 4/9 each.

Write or call for Illustrated Catalogue C9 to  
Display Fittings Dept.,  
32/34 Old St., London, E.C.1.

## HASKINS

DISPLAY DEPT.,  
32/34 OLD STREET, LONDON, E.C.1  
'Phone : Clerkenwell 3405/6.

Large Stock of Plate Glass Shelves at greatly reduced prices. Please forward us your enquiries.

All enquiries promptly attended to.

Head Office and Works : Walthamstow, London, E.17.  
Manchester Showrooms : 1 New Brown Street.

Orders of £2 and upwards carriage paid London area.

*At Last—a machine to fill Glass Sprinkler-top Bottles rapidly & cleanly!*

Machines made for small or large capacities. Further particulars from :

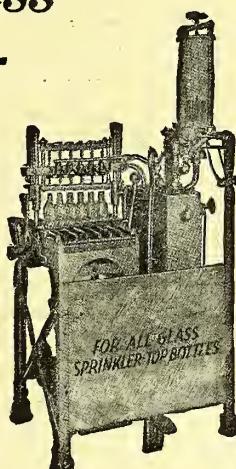
**BUTLERS LTD**  
(LONDON)

TELEGRAMS CABLES "Butlers, London"

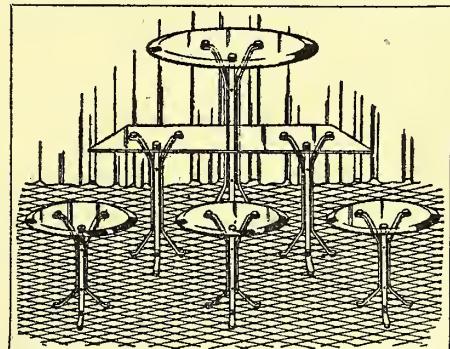
BUTLER HOUSE

62 &amp; 63 Minories, London E.C.2

TELEPHONE Royal 6803 &amp; 6804



JF

J. C. KING'S  
"DEANSGATE" DISPLAY SET

## COMPRISING :—

Three Steel Tripods 9" high, three 12" x 9" Glass Ovals,

58" Bevelled and Polished Edges.

Two Steel Tripods, 12" high, one 30" x 10" Glass Oblong,

one long edge polished, three edges ground.

One Steel Tripod 18" high, one 18" x 12" Glass Oval,

58" Bevelled and Polished Edge.

IN BROWN BRONZE FINISH, Ref. No. M 573, or

COPPER OXYDISED, Ref. No. M 574.

£2 : 7 : 6 COMPLETE

Ref. No. M 575 NICKEL PLATED FINISH £2 10 6

All Glass is 1/4" in thickness.

SEND FOR FULL ILLUSTRATED LIST No. 931.

J. C. KING, Ltd., Shopfitters to the Chemist Trade,  
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Telephones : Clerkenwell 2317 (5 lines).

Telegrams : Mainboom, London.

*Dont buy "tips"-buy Tipper's*

# COWS RELIEF

Expels Terror of Caked Bag  
CURES SORE TEATS  
Saves the Udder

CUSTOMERS SAY: "A BLESSING IN THE HOUSEHOLD AND IN THE STALL."  
"VERY GOOD FOR HARD BAGS."  
"CURED A BAD CASE OF GARTER."  
"COWS RELIEF IS VERY RELIABLE."  
Specimen tin, 6/-  
B. C. TIPPER & SON, LTD., THE VETERINARY CHEMICAL WORKS, BIRMINGHAM,

## Why YOU should Stock

### FERRY BRAND

Regd.

Tde. Mark.

### DESTROYER —for RATS & MICE

Sole Manufacturers:

THE BRITON FERRY CHEMICAL & MANURE CO., LTD.  
(Dept. U. 4), Briton Ferry, South Wales. (Est. 1886.)

Godbolds.

- I. It will do all that we claim for it.
- II. It is successful where other means of exterminating Rats and Mice have failed.
- III. It is non-poisonous to Animals and Poultry.
- IV. Rats and Mice eat it with avidity, and one bait is sufficient to kill the biggest rat.
- V. It is not a Virus, and foodstuffs are not contaminated by it.
- VI. It shows you a profit of 33½ %, although extensively advertised locally and nationally.
- VII. It is a "Best Seller." Particulars and prices on application.

*We are the Makers of the Famous  
"FERRY" ANTISEPTIC  
(Lotion and Ointment)*



A well advertised line  
showing a PROFIT of 38%

Bob Martin's Dog Remedies are widely  
advertised, and a wealth of attractive  
sales aids is at your disposal. Please  
let us know your requirements.

BOB MARTIN LTD., SOUTHPORT, LANCs.

### BOB MARTIN'S TASTLESS CONDITION POWDERS



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190 Clapham Road, London, S.W.9

Founder: G. S. V. WILLS, Ph.C. Principal: P. H. WOODNOOT, Ph.C., F.C.S.

REVISION COURSES for Part 1 & Part 2 commence  
on APRIL 11th, 1928.COMPLETE COURSES for Part 1 & Part 2 and a COMBINED  
COURSE will commence in OCTOBER next.Benches should be reserved as early as possible.  
EVENING CLASSES are held each WEDNESDAY and  
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Full details and prospectus may be obtained from The Secretary.

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CHEMIST-OPTICIANS are invited to apply for  
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The next Examination for the  
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Syllabus, Entrance Forms and full particulars from the  
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### QUALIFY IN OPTICS

PRACTICAL WORK. Students taking the course  
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50 HIGH STREET, BARNET, LONDON, N.  
S.A. Representative: E. E. G. WOOLLEY, F.S.M.C., M.P.S., c/o H. Neill & Co.  
215 Bree St., Johannesburg.  
N.Z. Representative: R. C. AITCHISON, Box 168 PALMERSTON, Nortc.



## Meet my brother!

YOU all know LACTOL, it's a household word in dog circles. NOW come the LACTOL BISCUITS, produced to carry on the work of healthy dog building from where Lactol leaves off.

Biscuits should form part of the daily diet of all adult dogs. Many dogs, however, will not eat or cannot digest ordinary dog biscuits. For these Lactol Biscuits supply a long-felt want.

Just the finest of biscuits for all Puppies and Adult Dogs. Guaranteed fit for human consumption and made from the purest of SHERLEY ingredients.

The introduction of Lactol Biscuits means *entirely new business for you*. It is safe to say that these are the first dog biscuits to be sold generally by Chemists. A new and wide field is opened up. This is proved by the fact that there are 4,000,000 dogs in the country. Lactol Biscuits are meeting with enormous success everywhere. Traders report excellent results. Make sure of steadily ever-growing profits by giving Lactol Biscuits, in their artistically richly-coloured cartons, a prominent position in your Counter Display.

# LACTOL BISCUITS

*For Puppies and Dogs of all Sizes and Breeds.*

## HOW TO OBTAIN A 1/8 PACKET FREE & Post Free.

We recently made an offer by post to the Chemists who trade with us direct, offering a 1/8 Packet FREE and post free in return for an undertaking to display it. If YOU have not already taken advantage of this offer, fill up the Coupon NOW.

### COUPON

A. F. SHERLEY & CO., LTD.,  
18 Marshalsea Road, London, S.E.1.

In consideration of your sending a 1/8 packet of Lactol Biscuits, gratis, I/we undertake to display this either in the window or on the counter.

Name .....

Address .....

.....

Please send a further ..... packets of Lactol Biscuits at 16/- per dozen carriage paid.

\* I have a contract with.....; .....lbs.

\* If we send the free packet through your carriers we will, of course, pay the booking fee.

C. D.

# HARRISON'S "RELIABLE" RAT POISON

Prices Advanced

Profit now over  
**85%**  
on your outlay

THE BEST POISON  
THE MOST PROFITABLE

*Don't Miss a Sale*  
ORDER NOW

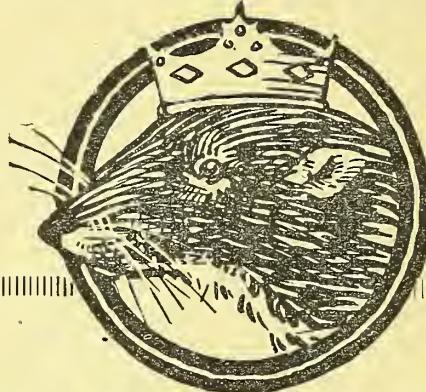
### PRICES

Retail PER TIN	Wholesale PER DOZEN
7½d.	4/6
1/3	9/-
2/3	18/-
3/8	28/-

*Terms*—10% for cash on £2 parcels (which may be assorted with our other preparations).

*Carriage paid.*

**G.W. HARRISON, Ltd.**  
Manufacturing Chemists  
Caversham Road  
READING



## THE KING OF DESTRUCTION

BRING HIS REIGN TO AN END.

*It is said of Rodine:*

Mr. Nicholas, Chemist, Llandovery—  
"Rodine is the best of all Rat Poisons.  
It is in great demand. Several times a day  
Customers ask for it."

Mr. Jewell, Drug Stores, Reepham—  
"There is nothing to equal Rodine for  
killing Rats and Mice."

*Rodine yields a most satisfactory profit to Chemists.*

*Get it direct on best terms from  
the Sole Maker and Proprietor—*

**T. HARLEY, Manufacturing Chemist, PERTH, Scotland**

DEAD RATS AND LIVE PROFITS by pushing  
**FARMER'S "BAITED" RAT PASTE**



FREDK. FARMER & CO., 1a College Lane, LONDON, E.9



### P.A.T.A.

LACTOL and LACTOL BISCUITS have established the good name of Sherley with all dog lovers and breeders. Sherley's dog and cat medicines have created confidence and consequently command a ready sale.

Big advertising is behind all Sherley products. They are protected at prices showing the retailers a good profit margin, and our terms protect you against all possibility of loss. Excellent literature and showcards cover our various products. We realise your interests are ours.

A. F. SHERLEY & CO., LTD.  
18 Marshalsea Road, London, S.E.1.

WRITE FOR  
PRICE LIST  
AND TERMS

# KEATING'S POWDER

CARTOLS -	-	-	-	<b>2d.</b>
Ditto	-	-	-	<b>6d.</b>
Ditto	-	-	-	<b>1s.</b>
FILLED BELLOWES	-	-	-	<b>1s.</b>
LARGE SIZE TINS	-	-	-	<b>4s.</b>

**Full Supplies ready—NOW**

*OF ALL WHOLESALERS*

THOMAS KEATING, LTD.  
STATION MILLS, BILLINGSHURST  
SUSSEX



# GLASS BOTTLES

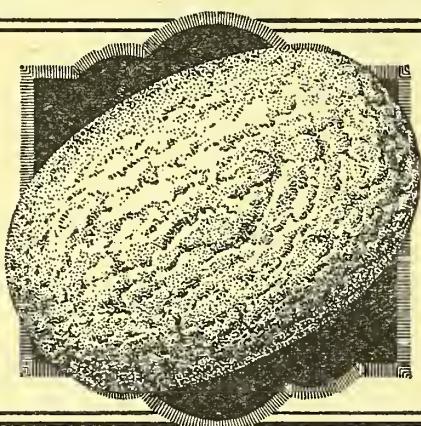
Large Stocks of PHIALS, PANEL FLATS, COUGH MIXTURE PANELS, MEXICAN FLATS, CANNON ESSENCES, &c., at low prices.

Write for Prices to—

**FREDK. YOULDON** (Formerly Proprietor of E. Youldon.  
Established 1840.)  
68 BASINGHALL STREET, LONDON, E.C.2.

Phone: London Wall 3529.

Telegrams: "Youldon, Ave, London."



## Bath Rusks

Unsolicited testimonials daily for Carr's famous Bath Rusks which are ideal for babies and young children. Scores of letters from grateful mothers. Recommended everywhere.

Made only by  
**CARR'S** of Carlisle

*The Oldest House in the Trade*

# CELLOPHANE

The ideal transparent wrapping absolutely harmless, air and grease proof, as used by all the leading Perfumers, Soap Manufacturers, etc., etc., for wrapping Soap, Drugs, Tablets, Bath Crystals, Perfumery, Surgical Dressings, Sponges, Puffs, Soothers, Tooth Brushes and all Articles of Toilet.

Cellophane can be had in sheets, all sizes and colours; also in the shape of Bags, Discs, Envelopes, printed or not, allowing the contents to be seen by transparency.

Cellophane wrapped goods look better—keep better—sell better.

Cellophane protects, beautifies and adds the quality touch.

Prices, Samples and Particulars from  
**The CELLOPHANE COMPANY LTD.**  
7, 8 and 9 Bird Street, LONDON, W.1

Also 305-7 PRODUCE EXCHANGE, MANCHESTER.  
35 MILLER STREET, GLASGOW.

This "National" and any other model can be secured on easy terms of payment.

The Price of this New Model



## NATIONAL CASH REGISTER

is £19 (5% discount for cash)

Records sales from 1d. to 9s. 11½d. Amount of each sale clearly indicated back and front. All sales automatically added into one total. Large well made cash drawer opens automatically. Bell rings when register is operated. Quick and easy to use. Modern steel cabinet, best mahogany finish.

Write for further details (Dept. C&D)  
**The National Cash Register Co., Ltd.,**  
225 Tottenham Court Road, London, W.1

**Everybody is talking of  
the New Trade Journal—**

*The*  
**Beauty  
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—brightly written, well produced and published monthly, for all engaged in the merchandising of Perfumery and Toiletry and in Beauty Culture. If you have not seen it write for a specimen copy, enclosing your trade card and mentioning this Journal. It will interest you—

*The subscription  
is only 10/- per  
annum, includ-  
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**If you Sell  
PERFUMERY  
& TOILETRY**

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Publishing  
Co., Ltd.  
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**NURSE HARVEY'S MIXTURE**

A safe, simple and reliable remedy for Children's Ailments is advertised so extensively in the daily and weekly Press as to bring mothers to the retailer without effort on his part.

The selling has been done before the mother reaches the chemist, and, having supplied her, it is only common sense to claim she will buy other family necessities from him. Moreover, the continuous demand for it produces a quick turnover.

*For Direct Terms apply to—*

**OSCAR SCRUTON & CO., YORK**

Telephone: Axminster 5.

Telegrams: "Coate, Axminster."

**COATE & CO. (Axminster) Ltd.**

**The London Brush Works, Axminster, Devon.**

*Estab. 1847.*

**Manufacturers of Super British Brushes**

Our Special "PROPHYLACTIC" Tooth Brushes—

3 row Hard, Medium, Soft, Yellow Hair @ ...	... ... ...	16/- per dozen
4 " " " " "	... ... ...	18/- "

Orders for one gross supplied in Cartons with customer's name and address free.  
Every Brush Guaranteed. British made by British Labour. Send for our present list of prices.

All kinds of thoughtful display



**Manufacturers!**  
YOUR GOODS  
DISPLAYED & SOLD  
TO BEST ADVANTAGE

**NEW PATENT  
STAND-SHOWCARD**

**In one piece!  
Self-fixing!!  
Packs flat!!!**

Over 1,000,000 in use

**The SHOWCARD  
SPECIALISTS**  
27 Goswell Rd, London, E.C.1  
'Phone: Clerkenwell 4283

*Let us design  
and quote you.*



For  
**SCURF,  
NITS, Etc.,**  
STOCK and SELL  
the "Roberts Comb."  
Highly recommended  
by the  
Ministry of Health.  
Retail 1/6 each.  
Wholesale 12/- doz.  
Each Comb in an  
envelope. Half dozen  
Combs in a box.  
Of all Wholesalers.  
(Showcards available.)  
Sole Manufacturers:  
**SACKERS,**  
13 Blackstock Road,  
London, N.4.

# EVERY Chemist can make £5 to £10 a week out of "ASPRO". No effort or time required — just put in an "ASPRO" Window Display



## LOOK WHAT CHEMISTS SAY

his own name appeared in the advertisement. Demonstrated results are always better than statements, so we herewith give copies of letters received from chemists who are featuring "ASPRO" Window Displays. They tell their own story.

Messrs. Gollin & Co. Pty. Ltd.

Dear Sirs,—I have pleasure in enclosing for your inspection a photograph of "ASPRO" display. This display has been entirely successful except winning a prize in the competition which is yet to be judged. Apart from that I am well pleased with the results. Taking into consideration that "ASPRO" is extensively advertised and has become a household word with people, I think that when I state that the sales almost doubled themselves that this fact is worth recording. Over and over again they are being bought by those who have once taken them. This in short is eloquent testimony of their worth. That they do what you claim I have no doubt, and however critics may argue their composition "ASPRO" remains pre-eminent, or, as I show in the window, "the best by every test." Faithfully yours —

P.S.—In fairness to "ASPRO" I should state that "ASPRO" Customers are frequently customers for other goods. *Ver. Sap.*

Gentlemen,

I shall be pleased to receive special show matter for the John Bull Competition AT ONCE as I am going to give your goods a show.

My sales this year so far have averaged about 1 gross a week, not bad for a retail shop. Previously I did not sell 2 gross bottles of Aspirins a year.

I trust, however, the window display will improve sales to our mutual advantage.

Yours truly —

BOW.—The sales have doubled.

"ASPRO" consists of the purest Acetyl Salicylic Acid that has ever been known to medical science, and its claims are based on its superiority.

Agents : **GOLLIN & Co. Pty. Ltd. ("Aspro" Dept.), SLOUGH, Bucks.**

No proprietary right is claimed in the method of manufacture or the formula.

Phone : Slough 608.

 **WRITE FOR THIS FREE DISPLAY TO-DAY**

Chemists are realising the fact that by devoting their window display to advertised goods they are sharing the goodwill of about £10,000,000 worth of advertising yearly. "ASPRO" is perhaps the best demonstration of this principle that England has seen. "ASPRO" spends £200,000 a year in advertising and is increasing its appropriation as sales grow. The chemist who places the "ASPRO" Window Display in his window gets the benefit of the advertising just the same as if

EDGWARE.—The window has proved a good selling one as it has raised the sales of "ASPRO" from 1 dozen to a gross (during the fortnight the window was in) counting two small ones as one big one, and is still selling them. This speaks for itself.

TOTTENHAM, N.15.—We are pleased to say that the display, coupled with the extensive and powerful advertising of the product, has created quite phenomenal sales, probably three times as much as normal being sold.

WOKING.—The sales of this article went up 50%.

# POTTER & CLARKE

Manufacturing  
Chemists

The Sign of  
The Winged Lion



Registered  
Trade Mark

Drug LIMITED  
Merchants

## PILLS and TABLETS specially made to customers private formulæ.

Send in your formulæ and ask for quotation, mentioning quantity. Our price is right, we guarantee accuracy and quick delivery, and the finish of our preparations is unbeatable.



### LET US HAVE YOUR ENQUIRIES!

Phones  
Bishopsoate  
1033, 1034, 1035.

Potter and

Clarke Ltd.

Grams  
Horehound  
Phone London



60-64 ARTILLERY LANE, LONDON, E.1.  
MANCHESTER 24 LUNA ST. GT. ANCOATS.

# GLYMIEL JELLY ADVERTISING SEASON

Sales are increasing daily; are you getting your full share by never being out of stock.

Cheaper imitations may sell once, but repeat sales will be few and far between.

Glymiel Jelly has stood the test of many years' criticism by the trade and public and is still the foremost preparation of its kind for Chapped Hands.

Over 200 IMITATIONS have come and gone. Every one has increased the public's faith in Glymiel Jelly.



## P.A.T.A. PRICES.

6d. Tubes, per doz.,	4/6
1/-     ,,     ,,	9/-

*Sole Agents:—*

**SANGERS**  
258 Euston Road,  
LONDON, N.W.1.

GENUINE  
worth  
wins the  
confidence  
of all  
Customers

□  
□ □  
  
HELP YOUR  
SALES

Prominent display  
is the best sales  
help. A show on  
the counter brings  
substantial profit  
and paves the way  
to future business

□ □  
□



**'HAZELINE'**  
(TRADE MARK)

**HAMAMELIS VIRGINIANA**

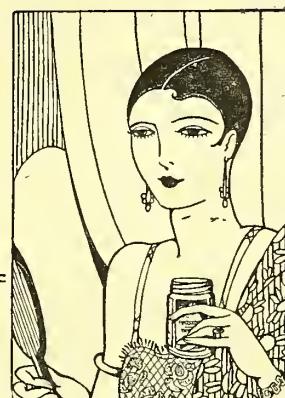
Contains the volatile active principles distilled from the fresh young twigs of the shrub. An astringent lotion, both refreshing and invigorating, which helps to prevent wrinkles. A non-poisonous styptic and anodyne for first-aid use.

*Bottles of 4 fl. oz. and 16 fl. oz.,  
at 21/- and 66/- per doz. (subject)*

**"HAZELINE' SNOW"**  
(TRADE MARK)

A business builder which attracts the best class of customers. They know the elegance of the product and its value as a skin beautifier. Make it the leading toilet article in your pharmacy.

*Issued in screw-capped glass  
pots, each pot in a decorative  
carton, at 15/- per doz.  
(subject)*



**BURROUGHS WELLCOME & CO.  
LONDON**

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# THE BRITISH DRUG HOUSES

## RADIOSTOL OR VITAMIN D

The recent press references to our manufacture of synthetic Vitamin D by the irradiation of ergosterol have greatly increased the sales of the B.D.H. vitamin products.

We are following up this advantage by the inauguration of an important

### ADVERTISING CAMPAIGN

on behalf of RADIOSTOL PELLETS and RADIO-MALT. Large spaces have been booked in daily papers, the first advertisements being due to appear on or about March 6th in

THE TIMES  
DAILY MAIL  
DAILY EXPRESS

We have already circularized pharmacists, pointing out the necessity for having stocks to meet the inevitable demand for these products, which, it should be noted, are sold to the public *only* through pharmacists.

---

**RADIOSTOL PELLETS**  
(VITAMIN D).

In bottles of 50.      Retail 4/6.

**RADIO-MALT**  
(VITAMINS A, B, & D).

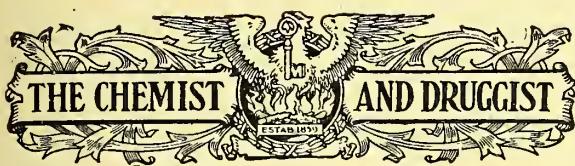
In 2/- and 3/6 Jars.

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*Fuller Particulars, Bonus Terms, Showcards, etc., on request.*

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GRAHAM STREET CITY ROAD LONDON N1



## A WEEKLY JOURNAL OF PHARMACY AND OF THE CHEMICAL AND DRUG TRADES

THE CHEMIST AND DRUGGIST is in circulation and reputation the leading journal addressing the Chemical and Drug trades in the British Empire and other countries in the Old and New Worlds. It is the official organ of the Pharmaceutical Society of Ireland, the Chemists' and Druggists' Society of Ireland, and of other Chemists' Societies in the Overseas Dominions.

### SUBSCRIPTION RATE

TWENTY SHILLINGS a year payable in advance to any part of the world, including a copy of *The Chemist and Druggist Diary*. Subscriptions may begin with the first issue of any month. Single copy, 9d., post free; *Diary*, 10s., post free. Postal Orders and Cheques should be crossed "Bank of Liverpool and Martins, Ltd."

TERMS FOR ADVERTISING may be obtained on application to:

**Head Office: 42 CANNON STREET, LONDON, E.C.4**

(Telegrams: "Chemicus, Cannon, London." Telephone: Central 3617.)

Branch Offices  
 4 Cannon Street, Manchester. (Tel.: City 52.)  
 54 Foster's Bldgs., High St., Sheffield. (Tel.: 22458.)  
 19 Waterloo Street, Glasgow. (Tel.: Central 2329.)  
 Melbourne and Sydney, Australia.

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Series 2508

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### Recent Patents

Abstracts of specifications of recently-granted patents for inventions. The complete specification (is. each including postage) of any British patent can be obtained from the Patent Office, 25 Southampton Buildings, London, W.C.2, on quoting the name of the patentee and the number of the patent.

**Sodium Hypochlorite.**—The manufacture and production of solid, dry, stable preparations of sodium hypochlorite by the admixture of a solution or melted crystals of sodium hypochlorite with wholly or partially dehydrated tri-sodium phosphate, or di-sodium hydrogen phosphate and free caustic soda. (M. P. Appelby, Oxford. 274,198.)

**Glucoside of Adonis Vernalis, Linn.**—The cut-up herb is extracted with an aqueous or alcoholic medium, lead acetate is added to the solution, which is then filtered and the extract treated with animal charcoal and again filtered. The carbon residue is extracted with chloroform, the chloroform extract concentrated and extracted with ether and water. The aqueous portion, which contains the glucoside, is standardised by the frog method to a required physiological activity. (Hoffmann-La Roche & Co., Basle. 265,941.)

## English and Welsh News

The Editor will be obliged if subscribers will send him marked copies of newspapers containing items of interest for insertion in this or other news sections.

### Safeguarding of Industries Act

Representations have been made to the Board of Trade under Section 10 (5) of the Finance Act, 1926, for exemption from Key Industry Duty regarding lactic acid which satisfies the requirements of the British Pharmacopoeia, and micrometers, including micrometer heads and micrometer measuring machines. Any person desiring to communicate with the Board of Trade with respect to these representations should do so by letter addressed to the Principal Assistant Secretary, Industries and Manufactures Department, Board of Trade, Great George Street, S.W.1, within one month from February 29.

### Wine-Licence Applications

Among the applications for wine off-licences at the recent Brewster Sessions, those of the following chemists have been granted: Mr. J. W. Ailsby, March; Mr. A. S. Barnes, Rugby; Mr. A. C. Burbank, Oxford; Executrix of the late Mr. G. Harris, Kingston-on-Thames; David Hatfield, Ltd., chemists, Stafford.—Similar applications by the following chemists have been refused: Mr. J. F. Fowle, Torquay; Mr. J. Owens, West Cornforth; Mr. W. H. Stopforth, chemist and druggist, Chorley.

### Public Institution News

The following tenders have been accepted by the bodies named:—

**Bradford Guardians.**—G. & F. A. Wilman, chemists, spectacles.

**Grantham Guardians.**—J. Cox & Son, chemists, drugs, etc.

At a recent meeting of St. Pancras (London) Guardians it was decided that Mr. J. M. B. King, chemist and druggist, dispenser at the Highgate Hospital, be paid £25 per annum for examinations of sputum. In the report of the hospitals committee it is stated that during the past year 247 specimens have been investigated, and these, if sent to a pathologist, would have cost £61 15s.

### Poisonings

An inquest was held in Westminster, on February 28, on the body of Captain John Gilmour, a retired officer, who was found poisoned in his flat on February 24. Recording a verdict of "Suicide while of unsound mind," the coroner said that hydrocyanic acid was purchased on February 7 by Captain Gilmour, who said he wanted it for photographic purposes, and signed the chemist's book to that effect.

The West London coroner held an inquiry, on February 21, concerning the death of Mrs. Ida M. Gropper, Penyern Road, Earl's Court. Elsie E. Starley, the deceased's housekeeper, deposed that Mrs. Gropper had complained of sleeplessness. About a fortnight ago witness saw a vial which came by post. It was smashed when it arrived. There was also a little box containing tablets, but she could not say where it came from. The contents of the vial had been "smashed up" and reduced to a "pinkish powder." Witness threw it all away. Another tube was found. The coroner's officer produced the vial, which, he said, had been inspected by a chemist, who stated that similar tubes had been sold for the past two years. It could not be obtained without a doctor's prescription. The coroner, reading from the label on the vial, said it was in French. It bore the words, "Dial" and "Not to take more than two." The Coroner: This tube was empty when you found it?—Yes. Dr. R. M. Brontë, who had made a *post-mortem* examination, said the cause of death was coma and asphyxia due to an hypnotic drug. Witness knew the drug mentioned on the vial. It was hardly likely that the woman took a very excessive dose, or she would not have lived so long after taking it. The poison belonged to the barbituric acid group. The coroner said he thought it would have been necessary to adjourn the case in order to have an analysis

of the contents of the stomach, but the evidence given by Dr. Brontë had convinced him that that was not necessary. The drug, it appeared, was a foreign drug, and from the label it seemed that it was French in origin. He would record a verdict of "Death from misadventure." With regard to the drug mentioned, the coroner said he was strongly of opinion that some stop should be put to it by legislation or other means. They made strict regulations in this country and made it very difficult for people to obtain these poisons. They did a good deal in that direction in preventing the sale of dangerous drugs. Yet here they found that these drugs sent from abroad could be obtained from a chemist with a doctor's prescription. In this way quite a quantity of poison might be obtained and there was no check whatever.

#### Liverpool

City chemists are complaining of a serious slump in trade.

The Wallasey Pharmacists' Association have arranged to hold their annual meeting at the Boot Inn on March 29.

The Birkenhead and Wirral Pharmacists' Association are holding a smoking concert at the Woodside Hotel on March 7 in aid of the Benevolent Fund. Tickets 2s. each.

A successful hot-pot supper and social evening under the auspices of the Merseyside Branch of the League of Ex-Service Pharmacists at the Bear's Paw Restaurant on February 22 was enjoyed by more than fifty members and friends. Mr. W. J. Tristram, the chairman, expressed the hope that the members of the Branch would remain active until the objects of the League had been achieved. A musical programme was carried out by Mr. Robert Hunter, Mr. H. C. Tristram, Mr. Osborne Oakley, and Mr. Neville White, with Mr. Eric Fowler at the piano. At the annual meeting which preceded the supper, the retiring officers were re-elected, with the addition of Mr. J. L. Hirst, ex-president of the Liverpool Chemists' Association. Mr. W. J. Tristram paid a tribute to the work done on behalf of the branch by Mr. Frank Wokes.

#### Manchester

According to local report, Manchester is to have the highest skyscraper in England. The local authority have just passed regulations allowing buildings seventeen stories high.

The last dance of the season in connection with the junior section of the local branch of the Pharmaceutical Society is to be held at the University Women's Union on March 7. These functions have been a feature much appreciated, and it is hoped that the next one will have a record attendance.

#### Miscellaneous

**FIRE.**—There was an outbreak of fire on February 23 at the premises of Boutalls, Ltd., chemists, Marchmont Street, London, W.C.1. The flames were soon subdued, and the damage was not of an extensive nature.

**FOOTBALL.**—A team of Sheffield chemists visited Nottingham recently, and in a football match against the local chemists' eleven were the victors by three goals to two. It is proposed to play the return match at Sheffield on March 22.

**POISON-LICENCE APPLICATIONS.**—Mr. W. E. Cousins, seedsman, Taunton, has applied for a licence under Section 2 of the Poisons and Pharmacy Act, 1908. —Lilian E. Brown and Ada F. Brown, Winster, Matlock, have applied to the Derbyshire County Council for a licence to sell agricultural and horticultural poisons.

**STAFF DANCE.**—The London staff of Burroughs Wellcome & Co., and their friends, held a successful dance in the historic Stationers' Hall, London, E.C., on February 23. Nearly 200 were present. The arrangements were carried out under the direction of the firm's London welfare and entertainment committee. Several novelty events were introduced for which prizes were awarded. Mr. Oakes acted as M.C., and Mrs. Oakes distributed the prizes.

**ROYAL ARSENAL CO-OPERATIVE SOCIETY.**—The report of the management committee, which is to be presented at

the forthcoming quarterly meetings of the Royal Arsenal Co-operative Society, states that the pharmacy sales for the past half-year amounted to £2,761. The report adds:—"Dividend checks are not issued on articles upon which the Proprietary Articles Trade Association have imposed restrictions, but, on the other hand, the prices charged by the Society are not more than those of other traders, and the committee hope that members will recognise that by purchasing proprietary articles from the Society, even though the dividend checks are not issued at the time of purchase, the surplus on the transaction will considerably help in the general administration expenses of the department. Proprietary goods comprise only a small portion of sales, and on a substantial proportion of transactions dividend checks are issued."

**IN THE COURTS.**—At Truro, on February 20, Timothy White Co., Ltd., were fined 5s. for obstructing a footpath with packing cases.—In Bloomsbury County Court, London, on February 21, the Pharmaceutical Society was awarded a penalty of £5, with costs, against James Kerr, drug-store proprietor, Drummond Street, N.W., in respect of a sale of Potter's Asthma Cure, payment to be made at the rate of £1 a month.—At North London Police Court, on February 23, William Alfred Conolly, a departmental manager to W. J. Bush & Co., Ltd., manufacturing chemists, Ash Grove, Hackney, E., was sentenced to four months' hard labour for stealing on divers dates the sum of £35 10s. 2d., the moneys of his employers. Mr. L. A. Byrne, counsel for the prosecutors, said that the total amount of the thefts was over £1,100.—At Dewsbury, recently, Robert Duncan, whose real name was said to be Sidney C. D. Twite, was sentenced to twelve months' imprisonment for having obtained cocaine by false pretences (C. & D. February 18, p. 196).

## Irish News

#### Brevities

Mr. J. T. Nicholl, Ph.C., High Street, has been elected a member of the Belfast and District Chamber of Trade.

Councillor S. McLaughlin, Ph.C., Oldpark Road, has been appointed chairman of the Maternity and Child Welfare Committees of Belfast Corporation.

A bill for £1 8s. 9d. issued by Evans Sons Lescher & Webb, Ltd., Liverpool, against the Clare Mental Hospital for supply of drugs, etc., was dismissed without prejudice, district justice Gleeson holding that particulars of an account should be sent with the bill or before its issue.—At the latest meeting of the Cavan and Monaghan Mental Hospital Committee Dr. Conlan reported that the contractors for medicines were claiming for empties not returned. The committee agreed to pay the amount claimed.

#### Belfast

Among the trophies competed for at the Belfast Musical Competitions on February 24 was the Antrim cup, the gift of Mr. F. T. Smyth, J.P., chemist, Antrim.

At the annual meeting of the Royal Ulster Agricultural Society in Belfast, on February 24, a vigorous appeal was made by Mr. Samuel Gibson, J.P., chemist and druggist, for wider support of the Society by the public.

A deputation from the Chemists' and Druggists' Society of Ireland, consisting of Messrs. Fred Storey (president), Samuel Gibson, J.P., Samuel Suffern, and David Taylor, waited upon Sir Robert Meyer, town clerk, in the City Hall, Belfast, on February 24, with reference to the proposed closing order. A further meeting has been arranged.

#### Dublin

Mr. S. A. Rosenthal, Ph.C., Merion Row, has been appointed a peace commissioner for Dublin County.

At Dublin District Court, on February 22, James W. Percy, James Mooney and John E. Ellis were committed for trial on charges of having conspired to steal goods valued at £232, the property of Shirley, Spence & Belford, Ltd. Trevor W. Wright and Arthur Johnson were charged with having received the goods.

## Scottish News

## Brevities

Another Scottish rat week has been fixed to commence on March 26.

The University Court of St. Andrews have considered a draft ordinance for the institution of a chair of botany in the University.

Mr. Robert S. Ramsay, chemist and druggist, Auchterderran, Fifeshire, was appointed bard at the recent annual meeting of the local Burns Club.

Miss Barbara M. Tait, chemist and druggist, has purchased the business of Mr. G. G. Hill, chemist and druggist, at 64 Montague Street, Rothesay, Isle of Bute, as from March 1.

The case of surgical instruments carried by the late Dr. Livingstone throughout his journeys in Africa has been presented to the Glasgow Faculty of Physicians and Surgeons and, it is hoped, will be loaned to the museum at Blantyre (Dr. Livingstone's birthplace).

A character sketch (with portrait) of Mr. Alexander A. Dick, J.P. (who for many years has carried on business as a chemist and druggist at Bellshill) appeared in a recent issue of the "Hamilton Advertiser." Mr. Dick went to Bellshill in the year 1892 to take charge of a business, and eighteen months later commenced on his own account in Main Street.

Among the candidates recommended for election as Fellows of the Royal Society of Edinburgh are Dr. Alfred J. Clark, Professor of Materia Medica, Edinburgh University; Dr. A. Coutie, of the Chemistry Department of the University; Dr. W. Murdoch Cumming, senior lecturer in Organic Chemistry at the Royal Technical College, Glasgow; and Mr. Percy J. Johnston-Saint, of the Wellcome Historical Medical Museum.

"R. C. B." points out in a Dundee newspaper that the present year marks the two-hundredth anniversary of the death of Patrick Blair, M.D., F.R.S., who is popularly remembered for his share in the rebellion of 1715 and for his exhibition of an elephant which died near Dundee. Blair was a considerable botanist, and during the last ten years of his life published numerous botanical monographs, including "Botanic Essays" (1720), and the unfinished "Pharmaco-Botanologia" (1723-28).

A circular letter and *questionnaire* has just been issued to members of the Scottish Pharmaceutical Federation. The circular deals with a scheme which the executive committee have had under consideration and for the purpose of which the Council are anxious to ascertain the approximate total of insurances transacted by the entire membership. Should the scheme be adopted, it is proposed to negotiate for policies covering business premises, dwelling-houses and personal risks (accident, illness, etc., but excluding life).

## Glasgow

Loss to the extent of about £7,000 was caused by a fire which broke out on February 25, at 59 Glassford Street, occupied by the New Apothecaries Co. Part of the roof was burned, and a large quantity of drugs and other chemicals was destroyed.

It was reported at a recent meeting of the Governors of the Royal Technical College that a legacy of £20,000 had been bequeathed by the late Mr. James Donald, chemical manufacturer, to the funds of the College. The legacy, it was explained, was to be devoted to instruction in practical chemistry and mechanics.

The Glasgow Pharmacy Clubrooms were filled to overflowing at a concert on behalf of the building fund of the club, held on February 20. Mr. James Abbott, vice-president of the club, presided. The programme included solos and duets by the Misses Elise Lyle, Ethel and Clara Abbott, Messrs. Tom N. Rome and Geo. C. Templeton, and violin solos by Master George Noble. The readings by Miss Cissie Pollock were much appreciated, and also the humorous entertainment of Mr. J. McGuire, while Mrs. Noble acted as accompanist with great acceptance. On the call of Mr. Robert Dickson, a very cordial vote of thanks was accorded the artists, and the ladies who had attended to the tea.

## Retail Pharmacists' Union

## Election of Executive

The voting in the election of the R.P.U. Executive Committee, which will hold office for two years from April 1, 1928, closes on March 24. Three members have to be elected for each area. The following have been nominated :—

*Area 1. Metropolitan.*—Atkins, E. A., Clement, H. E., Keall, J., Melhuish, A. R.

*Area 2. West.*—Marshall, H. H., Phillips, F. D., Rowland, L. B., Tramer, H. M., Williams, W. P.

*Area 3. South.*—French, J. E., Jones, E., Martin, H. J., Pinchen, C. G., Pring, W. W., Rowsell, P. F.

*Area 4. North-East.*—Forster, W., Gillegan, H., Jackson, J. G., Mossom, A. H., Twigg, J. G.

*Area 5. North-West.*—Clubb, W. H., Hardy, T., Scholes, W. I. [No contest.]

*Area 6. Central.*—Carr, E. C., Hague, J., Morgan, A. W., Smalley, C.

## Estimated Insurance Dispensing Payments

A circular letter ("U.L." 143) has been issued by Mr. G. A. Mallinson, secretary of the Union, to pharmaceutical committees regarding Insurance dispensing payments. The letter states that provisional figures indicate a further payment of about 7 per cent. on the December fee account, bringing the total discount for the past year to about 6 per cent., equivalent to about  $\frac{1}{4}$ d. off the dispensing fee (about half the amount forecast at the conference). In view of the possibility of epidemics, the Executive do not feel justified in reducing the discounting below 20 per cent. off the fees for the first quarter of 1928, but the position will be reconsidered in April. The year 1928, it is added, commences with every prospect of a reduced expenditure.

**Bournemouth.**—A meeting of the Bournemouth and District Branch was held on February 15, Mr. Hubert J. Martin in the chair. A discussion followed Mr. Cartledge's report of his attendance at the last S.E. Group Executive committee meeting, to which expression was given in a resolution to be forwarded to headquarters objecting to a renewal of the N.H.I. contract under such conditions as prevail at the present time. Mr. A. F. Attwell gave an account of efforts to place the photographic trade on a sounder and more satisfactory basis. He reminded the meeting that the idea was initiated at a Bournemouth R.P.U. branch meeting in 1925, which requested the Chamber of Trade section to co-operate. The latter have kept negotiations going ever since, and Mr. Attwell expressed the hope that photographic dealers throughout the country would give support. The difficulty of preserving uniform prices in dispensing and retailing a certain firm's products was a subject of comment. The meeting pledged itself to support Mr. H. J. Martin's candidature in the forthcoming election of the Executive Committee of the R.P.U.

**Ipswich.**—A meeting of the Ipswich and East Suffolk Branch was held on February 20, Mr. Sidney J. Stearn in the chair. Mr. Smalley was nominated, with acclamation, for the R.P.U. Executive. It was decided to send 10s. 6d. to the Early Closing Association. The chairman referred sympathetically to the death of Mr. Arthur Pain, the members standing as a mark of respect. Mr. Wiggan gave a report on the Norwich Federation meeting. The members discussed the formation of a golf club, and decided to ask the secretary of the local Pharmaceutical Committee to call a meeting. Price cutting and the marking of prescriptions with the code word "Bishopgate" were also discussed.

THE Southampton Chemists' Social and Athletic Club held a successful dance, with an attendance of about 230, on February 15.

HOW DO THESE THINGS GET INTO THE PAPERS?—"I fancy the chemist's 'cocktail bar,' where quinine and other potent doses are dispensed for people in a hurry, is becoming rather more popular these days than it used to be. Every other man one meets during the 'flu season seems to know of some magical medicinal tipple by which he swears confidently."—"Looker On" in "The Daily Chronicle."

## South African News

From "C. & D." Correspondents.

"The Chemist and Druggist" is supplied weekly to members of Chemists' Societies in South Africa.

### Cape Province

NEW LABORATORY AT PORT ELIZABETH.—Lennon, Ltd., have fitted out a new laboratory at their premises in Queen Street, Port Elizabeth, which will be devoted entirely to the analysis of foods and drugs, and also to leather research. At present there are few, if any, facilities in the Eastern Province of the Cape for this work. The laboratory is to be under the charge of Mr. Gardner, M.Sc., A.I.C., and it is being fully equipped with all the necessary apparatus and reagents for research work.

EAU DE COLOGNE NOT A MEDICINE.—Whether eau de Cologne is a medicine or not formed the subject of a case tried in the Cape Town Criminal Court on October 18, when Mr. Harold Peck, a Long Street chemist and druggist, was charged under the Shop Hours Ordinance with having sold a bottle of eau de Cologne after the closing hour (11 a.m.) on Sunday, September 25. It was stated in evidence that a boy went to the shop and asked for a bottle of eau de Cologne, saying that it was needed for his father, who had just then undergone an operation in the Deaconess Hospital. Mr. Peck tendered evidence, and stated that it was mentioned in most medical textbooks that eau de Cologne was more a medicine than a perfume, and that when the Cape medicine stamp tax was enforced the Inland Revenue Department demanded that a medicine stamp be put on the eau de Cologne bottle. The magistrate, however, found Mr. Peck guilty and reprimanded him. He added that in bringing the case the prosecution had gained its purpose—they wanted chemists to be very careful as to what they sold on Sundays, and, if they did sell, they must sell at the prescribed times, except in very urgent cases.

### Natal

BUSINESS CHANGE.—Mr. I. Melman has established a pharmacy at Vryheid, Natal. He served his apprenticeship with Mr. J. Christie, chemist and druggist, Mayfair.

### Orange Free State

BUSINESS CHANGE.—Mr. W. E. Williams, chemist and druggist, has taken over the business of Mr. James Fernie, chemist and druggist, Bethlehem.

A MEETING of the Pharmaceutical Society of the O.F.S. was held at Vicker's Building on November 2. There were present Messrs. Reid (in the chair), Taylor, Carter, Greenwood, Gunn and Reichenberg (secretary). The minutes of the September meeting were read and passed. As there were not sufficient members to form a quorum, the October meeting was not held. A letter was read from the Transvaal Pharmaceutical Society asking for their views *re* appointing a full-time paid official to institute prosecutions of the Pharmacy Act by general dealers. Mr. Gunn proposed: "That while our Society is quite in sympathy with the Transvaal Society, we do not see our way clear to take any action or give support until the poison laws are uniform in all the Provinces in South Africa." This was seconded by Mr. Greenwood and passed. Mr. Carter promised to read a paper on a provident fund for chemists.

### Southern Rhodesia

REGULATIONS ON IMPORTATION OF STOCK DIP.—Regulations issued September 23, 1927, under the fertilisers, farm foods, seeds, and pest remedies ordinance, 1914, require that every importer of a stock dip into Southern Rhodesia must register it with the department of agriculture. Particulars as to its composition and specific mention of the preventive or remedial properties claimed for it are required for such registration. Stock dip is defined as any pest remedy sold or intended or offered for sale for external application in the destruction of parasites or prevention of parasitic infection of animals or in the cure or prevention of diseases of animals.

### The Union

A PROCLAMATION.—The Governor-General-in-Council has approved the following resolution of the Transvaal, Colonial and O.F.S. Pharmacy Boards, amending Part II of the third schedule to the Medical, Dental and Pharmacy Ordinances by the deletion therefrom of the words "Carbolic acid and other liquid disinfectants" and the substitution therefor of the following words:—"Carbolic acid (phenol), cresylic acid (cresols), and all preparations containing 3 per cent. or more of any one, or of a mixture, of these substances or of their derivatives (this includes 'lysol' and similar preparations, under whatever name they may be described or sold), ought to be deemed poisons within the meaning of Part II of the schedules."

MEDICAL AND PHARMACY BILL.—In the Union House of Assembly at Cape Town, on February 6, the Medical, Dental and Pharmacy Bill, which has been before the Union Parliament for several years past, appeared once more, and at the stage which it had reached at the close of last session. The first clause for the consideration of the Committee of the whole House was No. 76, relating to the conditions under which a body corporate may carry on business as chemists or druggists. The ensuing discussion ranged round the provision that the managing director or general manager or principal officer of such a concern should be a qualified chemist. There were several amendments on the paper. Mr. Christie fought with great determination for his amendment to delete the words "or general manager or principal executive officer," which amendment, he claimed, had the unanimous support of the members of the pharmaceutical societies of the four provinces of the Union. The Minister of Public Health (Dr. Malan) explained that the general principle underlying the clause, and that there should be someone responsible who could be got at under the law. Dr. Malan further explained that the clause, as originally drafted, provided that the managing director must be a qualified chemist, but that it had been pointed out that in the case of a company with its head offices and works in England, it was not practicable to appoint a managing director in South Africa. Dr. Malan said that he himself would vote against Mr. Christie's amendment, but he would leave the matter to the judgment of the Committee. The Committee divided on Mr. Christie's amendment, which was carried by 60 votes to 44. After several amendments of a minor character, moved by the Minister, the Bill passed the third reading for inclusion in the Statute Book.

### Transvaal

CHEMISTS in the Transvaal have learned with regret of the sudden death of Mr. W. C. McRobb, chemist and druggist, Vereeniging.

CHEMIST MAYOR.—Mr. R. J. Kark, chemist and druggist, Bethal, Transvaal, has been re-elected Mayor. He has been on the Council for four years.

CHEMISTS' EXHIBITION.—All the available stands have been taken up for the Chemists' Exhibition, to be held in conjunction with the Annual Conference at Johannesburg.

BUSINESS CHANGES.—Mr. M. Wenibrenn, chemist and druggist, Jeppe, has taken over the Johannesburg branch of Righthouse, Ltd., and is trading under the title of "Wiens" Pharmacy.

PERSONAL.—Mr. J. Christie, M.L.A., chemist and druggist, who represents Langlaagte in the Labour interests, deserves a word of praise for his efforts in piloting the amendment to Clause 76 of the Medical, Dental and Pharmacy Bill. This Clause is referred to under the paragraph dealing with the Bill in Parliament. Mr. Christie controls three establishments—one in Mayfair (the main branch), the others being at Denver and Langlaagte. He is a member of the Transvaal Pharmacy Board.—Mr. E. M. Webb, chemist and druggist, Roodepoort, who took over the business of the late Mr. C. Thomson a few months ago, has had the misfortune to break his leg in three places in a motor accident. His many friends will wish him a speedy recovery.

## Festivities

### Hewlett's Staff Social

THE twenty-sixth annual social evening of the staff of C. J. Hewlett & Son, Ltd., was held on February 25, at the Great Eastern Hotel, London, E.C. After an excellent dinner and the loyal toast, Mr. J. Chance proposed the toast of "The Firm" in a eulogistic speech. He said that after thirty-five years' service, part of which was spent inside the house, and latterly on the road, he was in a position to gauge the reputation that had been built up and how it was maintained. Mr. Vivian C. Hewlett, chairman, in reply, congratulated the committee on the result of their efforts and was confident that the good relations that had always existed between the staff and the directors would continue. Mr. E. J. Millard, managing director, also replied. A musical monologue by Mr. George Ellis, which followed, was much appreciated. Dancing concluded a delightful evening.

### Glasgow Pharmacy Club Dinner

THE annual dinner of the Glasgow Pharmacy Club and presentation of club trophies was held at the Grosvenor Restaurant on February 7. A company of about 100 attended and spent a very pleasant evening under the chairmanship of Mr. W. J. Moffat (president of the club), supported by Mrs. Moffat, Mr. G. McKay (W. & R. Hatrick & Co.) and Mrs. McKay, Mr. J. Rennie (Cartwright & Co., Ltd., Leeds), Mr. R. Graham (T. & H. Smith, Ltd.), Mr. R. Hunter (Scott & Turner, Ltd.) and Miss Hunter, Mr. H. P. Arthur, and Mr. P. M. Duff. Mr. Moffat proposed the joint toast of "The Pharmaceutical Society and the Scottish Federation," and drew attention to the state of the Benevolent Fund. Mr. H. P. Arthur (chairman of the local branch), replying for the Society, spoke of the need for support, especially in view of the forthcoming report from the Departmental Committee. Mr. P. M. Duff (chairman of the Glasgow Branch), in replying for the Federation, gave an account of some amusing cases which had come before the committee. "The Donors of Trophies" was proposed by Mr. J. B. McVitae, who mentioned the happy state the club was in as regards trophies for the different sports sections. Mr. R. Hunter (Scott & Turner, Ltd.) responded. He hoped the newly formed ladies' golf section would find the new trophy a real stimulant, and that the rivalry for supremacy would be keen. The winners were presented with their trophies, as follows, by Mrs. Moffat:—*Golf Section*: Virol cup and John Mackay cup, Mr. A. Scott; Hatrick trophy, Messrs. F. B. Gray and B. Halliday; T. & H. Smith cup, competition not yet finished; Hunter cup (ladies), Miss M. McAllister. *Bowling Section*: Cartwright trophy for rink competition, Mr. J. Logan's rink; Greig trophy (singles), Mr. D. G. Mackenzie. *Angling Section*: Beaumont trophy, Mr. W. J. Moffat; McEwan quaich, Mr. T. Gordon Baird. *Ladies' Whist*: Argyle Rubber Co.'s cup, Miss MacCallum. Mr. J. Rennie, in a witty speech, proposed "The Glasgow Pharmacy Club," and this was aptly responded to by the chairman. "The Ladies," given by Mr. George McDonald, was responded to by Miss A. MacCallum. Mr. J. Abbott proposed "The Artists," and Mr. D. G. McKenzie "The Club's Worthy President." Mr. Moffat, in replying, stated that the collection for the Benevolent Fund had amounted to £9 7s. Music was rendered throughout the evening by the Misses M. Bremner and M. Ritchie, Messrs. J. F. McDonald, D. Clark and R. B. Marshall.

### North Staffordshire Dinner and Dance

THE annual dinner of the North Staffordshire Branch of the Pharmaceutical Society was held at the Grand Hotel, Hanley, on February 2. Mr. J. A. Dale (president of the North Staffordshire Branch) presided, and was supported by Mrs. Dale, Mr. Herbert Skinner (president of the Pharmaceutical Society), Dr. Lefevre, Dr. A. Wotherspoon (medical officer of health), Mr. E. B. Sharpley (town clerk), Mr. F. H. Clews (principal of the Wedgwood Institute). Dr. Lefevre proposed the toast of "The Pharmaceutical Society of Great Britain," saying that it was a distinct feather in the cap of the local branch to have the president of the Society with

them. His presence, however, was justified, because nowhere could there be found a keener body of members, or a more efficient body than they had in North Staffordshire. As a medical man his interest in the pharmacists lay in their dispensing, and perhaps the part he was more interested in was that relating to the National Health Insurance. He wished to compliment them on the manner in which the dispensing was carried out. (Hear, hear.) Some time ago tests were instituted into the way in which this was carried out, not because there had been any complaints—they could take it from him that complaints had been practically non-existent—but because where there was an expenditure of public money there must be some check, and the result was that the public could be thoroughly satisfied that the large amount of money spent on dispensing had been well spent, and that the service was a most efficient one. (Applause.) But to remain efficient was one of the greatest essentials, and to maintain that efficiency the remuneration should be adequate. The arrangement whereby the risk of loss was put on the chemist was both unnecessary and unfair, but the medical profession was not consulted before the arrangement was come to, neither had the Society anything to do with it. It was unfair that the chemists should be the only people to lose, and it seemed that the more work they did the less profit they made. The Staffordshire Insurance Committee had it brought to their notice that a co-operative society were advertising that they would give dividend checks in respect of all Insurance prescriptions brought to them for dispensing purposes. They had had word from the Ministry that they were on the point of introducing a regulation which would put a stop to such practices. Mr. Skinner briefly responded. He said for the last two years he had been going up and down the country, and he could safely say that the gathering that night would rival any he had seen in the provinces. Mr. Brinson, in proposing "The North Staffordshire Branch of the Pharmaceutical Society," said they had been most fortunate in having such excellent presidents as they had had in the past. Mr. Dale, responding, said he was pleased to see so many young people present. Mr. Mellor proposed the toast of "The Visitors," and Dr. Wotherspoon briefly responded, after which the ball-room was cleared for dancing.

### Halifax Annual Dinner

THE annual dinner of the Halifax Branch of the Pharmaceutical Society was held at the Old Cock Hotel, on February 23, presided over by Mr. J. E. Wormald, president. The principal guests were Messrs. L. Moreton Parry (vice-president of the Society), A. W. Lupton (Leeds), J. A. White (Bradford), and J. Fletcher (secretary of Halifax Insurance Committee). The president, proposing "The Pharmaceutical Society," said that although pharmacy was a small craft, it had weathered many seas and still had a few heavy icebergs in front of it. He sincerely hoped the Society would not consent to any alteration admitting "dilutees." He would like to see the Society showing more resistance to opposition they had to meet in cases affecting the interests of pharmacists. Mr. Parry, in response, said that as to the possibility of dilutees, so long as the president and he remained in office there would be no nonsense of that sort if they could help it. He had not the faintest idea what the report of the Departmental Committee was likely to be, as they had not gathered a word from the three chemists' representatives on the Committee concerning it. He was afraid the report would not be entirely to their liking, but at the same time he did not think it would be altogether bad. There would be big changes in the administration of pharmacy in the near future. It might be that the administration of the poisons side of pharmacy would be taken away from the Society. He was not sure that it would be a bad thing from the Society's point of view, but it would not be a very nice thing from the chemists' point of view. One of the big problems they were facing to-day was the educational side of pharmacy. Payment for service was a matter of supply and demand. If the supply exceeded the demand the payment would be low, and there were more entrants into pharmacy to-day than could be absorbed. As long as entrants were coming in, they were perfectly justified in

raising the standard of qualification and, at the same time, raising the status of those already in. One section of the work of the Society was the benevolent side. In the near future they would be up against the fight of their lives, and in that fight they must stand together and do all they could to raise the calling. Mr. H. Hebden, proposing "Kindred Branches and Associations," remarked that never was there a time when it was more urgent that chemists should band together. The most important thing with regard to chemists to-day was the dissatisfaction and bitterness caused by the Government's action in discounting bills for dispensing. To-day things were in a terrible condition as regarded the drug trade. In districts like Durham and Northumberland the spending power of the people to-day was *nil*. Mr. A. W. Lupton, replying, emphasised the need for more fraternising between the branches. He suggested that members of branches in a given area should hold a one-day conference. Mr. J. A. White also replied. "Our Guests," proposed by Mr. P. W. Swire, was responded to by Mr. J. Fletcher. Mr. Parry proposed "The Halifax Branch," and Councillor Chambers responded. A vote of thanks to the artists, secretary, host and hostess was proposed by Mr. J. E. Wormald, and acknowledged by Mr. Soar. An excellent entertainment was contributed by Messrs. F. E. H. Soar, F. Hampson, W. Taylor, P. W. Swire, K. G. Dixon, and W. R. Roberts, with Mr. A. Haigh as accompanist.

## Associations' Winter Session

**Blackburn.**—The annual meeting of the Blackburn and District Chemists' Association was held recently, under the presidency of Mr. Joseph Isherwood. Mr. F. Law reported a favourable balance, and said the year had not been marked by any exceptional activities. The chairman reviewed the events of 1927, and thanked the members for their co-operation during the two years he had held office. Mr. A. Dobson moved a resolution placing on record appreciation of the services of Mr. Isherwood. The following officers were appointed for the ensuing year:—President, Mr. A. Lucas; Treasurer, Mr. W. H. Lightbown; Secretary, Mr. F. Law; and Committee: Messrs. R. H. McMyn, H. Flintoff, J. Walton, A. Dobson, T. Haslam, W. Holt, T. S. Nowell and T. C. Gifford, and Mrs. E. Hargreaves. Mr. T. C. Gifford, son of Mr. R. L. Gifford, J.P., Ph.C., was re-elected the delegate to the Blackburn Chamber of Trade.

**Edinburgh.**—The fifth meeting of the session of the Edinburgh Chemists', Assistants' and Apprentices' Association was held at 36 York Place, Edinburgh, on February 3, Mr. James W. Laing in the chair. Mr. Maxwell Ritchie, Ph.C., read a paper on *Notes on Enzymes*, and gave the history of these substances. Schwann, Latour and Pasteur, between 1830 and 1840, showed that alcoholic fermentation was effected by living organisms, which Meyer classified as fungi and named *saccharomyces*. Later it was found that certain plant and animal extracts, such as diastase in barley, emulsin in almonds, pepsin in the stomach, and trypsin in the pancreas effected the decomposition of complex substances. Ferments were thus classified in two groups, the organised ferments, such as yeast, and the unorganised ferments, such as emulsin. Pasteur and others maintained that alcoholic fermentation was due to the physiological action of the living yeast cell rather than to chemical action. This vitalistic theory obtained wide support, but was opposed by Liebig and Traube, who maintained that the yeast contained a soluble ferment which acted chemically, and for this soluble ferment Küpal in 1878 suggested the name "enzyme," the name now applied to the whole group. In 1897 Büchner isolated the soluble ferment of yeast and proved that alcoholic fermentation was possible without the presence of living cells or a living organism, thus establishing the theory of Liebig. The classification and naming of enzymes was dealt with. The important part played by enzymes in animal and vegetable metabolism was explained, and their values and significance from the

physiological, hygienic and commercial point of view indicated. Mr. J. I. Aitken, chemist and druggist, submitted a paper on *The Materia Medica of the Leguminosæ*, illustrated by specimens lent from the Pharmaceutical Society's Edinburgh Museum. Mr. Henry Stout, Ph.C., gave an address on *Inflorescences*, clearly illustrated by tables, diagrams and drawings. The reading of the papers was followed by a discussion, taken part in by Messrs. Hill, Knott, Stout, Tainsh, Brown, Ritchie and Laing. Votes of thanks were awarded to Messrs. Ritchie, Aitken and Stout, and also to Miss Purdie, who read Mr. Aitken's paper, and to Dr. Tait, who had kindly arranged the *materia medica* specimens.—The sixth meeting of the fiftieth session of the Edinburgh Chemists', Assistants' and Apprentices' Association was held at 36 York Place, Edinburgh, on February 22, Mr. James W. Laing (president) in the chair. The first communication was a note on *Some Dispensing Solutions*, by Mr. Archibald Currie. Mr. Currie said that standardised solutions at the dispensing counter added greatly to the facility of compounding. Provided accuracy was not sacrificed to rapidity and the stability and sterility of the solutions remained unimpaired, there was no objection to such a practice. Potassium acetate and potassium citrate were hygroscopic, and in the ordinary shop bottle might contain anything from 10 to 15 per cent. of moisture. A carefully prepared standard of solution 1 in 2 was, therefore, more accurate in use. Such a solution kept well if made with chloroform water as the vehicle, otherwise both solutions developed moulds and fungus growths fairly rapidly. Chloroform water might be inadmissible, and as a substitute the solutions could be sterilised by being maintained at boiling temperature for half an hour. When so prepared, they kept in perfect condition for at least one month. Sodium salicylate was never satisfactory in the form of standard solution, as it invariably became discoloured and a deposit separated. The keeping of concentrated mixtures of chemical salts and organic drugs was to be strongly deprecated, as the various reactions and interactions were often so complicated that, though starting with a simple mixture, one could never tell what would develop after standing some time. This was the great objection to the keeping of ready-made stock mixtures, which were a temptation both to the prescriber and to the dispenser. The second communication was *Some Pharmaceutical Reminiscences*, by Mr. J. Rutherford Hill. These reminiscences covered a period from 1868 to 1880. At the earlier date, through intimacy with Daniel Fraser, of Glasgow, Mr. Hill was brought into contact with pharmacy and became indentured, much against his will, for a period of five years. An introduction to Mr. John Mackay, of Edinburgh, in the first year of his apprenticeship was the beginning of his interest in and association with the Pharmaceutical Society. After an interesting description, chiefly personal experiences indicative of the condition of pharmacy during the period referred to, Mr. Hill concluded by declaring without any hesitation that the condition of pharmacy to-day, and the position and status of the pharmacist, were vastly better than during the period which he had described. He was no pessimist in regard to the future of pharmacy, which presented opportunities to-day greatly in advance of the conditions in the earlier years. The student of pharmacy required a sufficient knowledge of the natural sciences to take an intelligent interest in the world about him in all its varied aspects; and by steady application to his own profession, he might reasonably expect a successful career in the truest sense of the word. The reading of the papers was followed by a discussion, taken part in by Messrs. Stout, Gilmour, Tainsh, Perrins, Hill, Laing and Currie, and on the motion of the chairman a cordial vote of thanks was awarded to the authors.

**PHARMACY STUDENTS THE MOST DILIGENT.**—Mr. R. J. Atkinson, principal of Bedford Technical Institute, speaking at a recent dinner of the Bedford and District Chamber of Trade, said that the classes of the Institute covered a wide range of subjects, and the most diligent students of all were chemists' assistants, who worked until 7 p.m. and then studied four nights a week until 9.30.

## Chemists' and Druggists' Society of Ireland

THE annual meeting of the Chemists' and Druggists' Society of Ireland was held on February 22, the president (Mr. Fred Storey) in the chair. The secretary's report stated that the membership had greatly increased, and that the finances were in a sound condition, while the classes held under the auspices of the Society by Mr. James Getty, Ph.C., and Mr. Arthur Storey, Ph.C., were being continued. The report also made reference to the retirement by rotation of two of their members on the Council, Mr. Sam Suffern and Mr. Joseph Moffet, and added that as both these gentlemen had become pharmaceutical chemists, the Committee nominated Mr. Sam Gibson and Mr. William Martin, who were both returned. Mention was also made of a picnic on August 31, 1927, when the members and associates were entertained by the president and Mrs. Storey on Copeland Island. Regret was expressed in the report at the death of Mr. R. Cambridge, J.P., a past-president. After Mr. Gibson (treasurer) had submitted the financial statement,

The PRESIDENT moved the adoption of both reports, stating that he thought they had reason to congratulate themselves on the affairs of the Society. He was very glad to see, he went on, that the Pharmaceutical Council in Dublin had co-opted a druggist, and he thought that both the pharmaceutical chemist and registered druggist were to be congratulated in that they came to an agreement as to the conditions in which the R.D. grade should be discontinued. He thought it was a great pity that Mr. Suffern, who had such experience and knowledge of the Acts of Parliament, was not returned, especially as he was one of the Advisory Committee to the Government. Mr. Storey paid a warm compliment to the services of Mr. Moffet, their secretary.

In moving the re-election of Mr. Storey to the presidential chair for the ninth successive term, Mr. GIBSON said they had to thank him for the work he had done in getting the Bill through by which many of them were enabled to qualify as Pharmaceutical Chemists.

Mr. RANKIN referred to the services given by Mr. Storey to the Society and to the good work he had accomplished while a vice-president and on the Council in Dublin.

Mr. STOREY, in reply, said he could not fail to be deeply touched by that renewed expression of their friendship, goodwill and confidence. Even when things did not look very bright for their Society, he always felt comforted by the fact that he had the members and associates solidly behind him. During the past their Committee had to stand a good deal of hard work, and meetings had to be called frequently.

The vice-presidents were returned to office, as also were the following members of Committee:—Messrs. C. Abernethy, W. T. Gordon, J. Guthrie, R. Hastings, J.P., D. M. Honeyman, R. A. Jamison, G. Johnson, J. Macauley, W. Martin, J. A. McRoberts, W. J. McKee, S. Orr, A. W. Stevenson, D. A. Taylor, R. Mc Birney, T. Unsworth, H. McQuitty and A. E. A. Davis. To replace three members who were withdrawn from the Committee, Messrs. Arnold, Donaghy and Gilmour were selected. Mr. S. Gibson, J.P., and Mr. Joseph Moffet were re-elected treasurer and secretary; the auditors, Messrs. W. Martin and E. J. Roberts, were also retained. Mr. Gibson was again chosen to represent the Society at the Chamber of Commerce.

### PROPOSED AMALGAMATION WITH OTHER SOCIETIES

The PRESIDENT, in inviting opinions on the proposed amalgamation of their Society and the North Irish Pharmacists' Association with the Ulster Retail Drug Trade Association, said they wanted to get at the views of the rank and file of the Society.

Mr. JOHNSON said there was bound to be a number of men in favour of taking advantage of the proposal. The U.R.D.T.A. had asked them to appoint a committee to meet their committee, and one from the Northern Pharmacists, and he thought that they should do so and hear what they had to say.

Mr. GUTHRIE thought that the greatest crux of all was finance. If it was a case of amalgamating with the other societies it would be a question of what was to be done with the surplus money. Personally, he was strongly in favour of one organisation.

Mr. ROBERTS, in endorsing Mr. Guthrie's view, said he thought that in twelve months the time would be ripe for amalgamation.

Mr. JOHNSON said amalgamation in his opinion would be the means of drawing the members into closer sympathy with each other, and would prevent a great deal of friction.

Mr. ABERNETHY said he could not discover why the North Irish Pharmacists were so keen to amalgamate now. The U.R.D.T.A. only took into their membership men in business, and there was a large number of associates in that Society who would, therefore, not be entitled to admission. They had not heard what was proposed to be done with the associates yet.

Mr. GRIMES said the question he would like to ask was what would be the title of the amalgamated organisations. Would the North Irish Pharmacists' Association swamp the ancient title of "Chemists and Druggists" under which their Society was launched? There was no advantage to be derived from sailing under the colours of the North Irish Pharmacists' Association, but it would be a good thing if they could amalgamate and sail under their old title of "chemists and druggists."

Mr. GIBSON said he would be agreeable to amalgamation, but on terms. He would not like the chemists and druggists to be swallowed up by any other society. They had a duty to their members and to their apprentices, and if that Society was amalgamated they could not carry through their views as they would like or express them in the same way as when they were an independent organisation. The matter was one for discussion, and he thought they should hear what terms the U.R.D.T.A. had to offer them.

The following expressed themselves to be in favour of amalgamation:—Messrs. McDowell, Mc Birney, Donaghy, McRoberts and Davidson. The president suggested that the matter be left in the hands of the Committee, and this course was agreed to.

A protracted discussion on the proposal of the Belfast Corporation to introduce a new closing order to govern the shop hours of chemists and druggists took place, and ultimately it was decided to entrust this matter to the Committee.

## Ideal Home Exhibition

EXHIBITS at this year's Ideal Home Exhibition, which (organised by the "Daily Mail") opened at Olympia, London, W., on February 28, are well up to the standard of those on previous occasions. Interest for the drug trade—from a business point of view—is mainly confined to the toilet and food displays. In connection with the former a new setting has been introduced by arranging them on a "Bridge of Beauty," which spans the Main Hall from gallery to gallery. Here will be found some twenty manufacturers whose products are familiar to chemists, including Allwood Brothers; Camila Beauty Saloons; Coty (England), Ltd.; Cussons, Sons & Co., Ltd.; The Erasmic Co., Ltd.; J. C. & J. Field, Ltd.; Kolynos, Inc.; Nildé (Paris) Agency, Ltd.; Oatine Co.; A. & F. Pears, Ltd.; Phyllis Earle, Ltd.; Potter & Moore (W. J. Bush & Co., Ltd.); Tokalon, Ltd.; Vinolia Co., Ltd.; and Wright, Layman & Umney, Ltd. In the food section a considerable amount of space is occupied by the Empire Marketing Board, while among other displays are those of Be-Ze-Be Honey Co., Ltd.; Goodall, Backhouse & Co. (waterglass); Horlick's Malted Milk Co., Ltd.; Joseph Nathan & Co., Ltd. (Glaxo and Glax-Ovo); Newball & Mason, Ltd. (extracts and essences); Sparklets, Ltd. (siphons and bulbs); Virol, Ltd.; and A. Wander, Ltd. (Ovaltine). Other exhibits of interest to the drug trade include:—Anglo-American Oil Co., Ltd. (Flit); Thomas Hedley & Co., Ltd. (olive oil soap); Reckitt & Sons, Ltd. (bath salts); Reliance Rubber Co., Ltd.; V. K. Rotany (Grip-fix); The Scholl Manufacturing Co., Ltd. (foot appliances); and Thermos (1925), Ltd. The Exhibition closes on March 24.

## Legal Reports

**Carriage Dispute.**—In the King's Bench Division of the High Court, London, on February 23, Mr. Justice Rowlatt concluded the hearing of an action in which Mr. Leon Frenkel sued MacAndrews & Co., Ltd., Suffolk House, Laurence Pountney Hill, E.C., for damages for alleged breach of contract or duty in connection with the carriage of 134 barrels of olive oil in the defendants' steamer "Cervantes." The plaintiff claimed a total of £2,361 5s. 1d., being £459 11s. 4d. at the rate of £113 per ton contained in 24 barrels and £1,901 13s. 9d. at £105 per ton in 110 barrels (*C. & D.*, February 25, p. 242). His lordship held that the vessel was seaworthy but that there had been deviation by the ship, and that the defendants were not entitled to the protection of the exceptions in the bills of lading. After deducting the freight due, he gave judgment for the plaintiff for £2,293.

**A Peppermint Oil Contract.**—In the Court of Appeal, before Lords Justices Scrutton and Sankey, on February 28, Edward Nathan & Co., Ltd., St. Mary Axe, London, E.C., appealed from a judgment of Mr. Justice Rowlatt in the King's Bench Division, dismissing a motion by the appellants as the sellers to set aside an award of the Appeal Committee of the London General Produce Brokers' Association in a dispute arising out of a contract of thirty cases of peppermint oil with Willers, Engel & Co., Hamburg (*C. & D.*, February 4, p. 134, February 11, p. 166, February 18, p. 199). Under the contract the oil was to be shipped during January and February and March 1927 from Japan to Marseilles, London and Hamburg, under what was said to be a c.i.f. contract. The sellers, it was alleged, could not fulfil the contract, and an arbitration followed as to damages. As the arbitrators could not agree, the matter was referred to an umpire, who awarded that the twenty-five cases of oil in default should be invoiced back to the sellers at the price of 8s. 3d. per lb., cost, freight and insurance. The buyers appealed from the award, and on July 27 the appeal committee who heard the appeal awarded that the buyers should close by invoicing back the contract at 12s. per lb. c.i.f. as regards the 25 cases in default. The buyers then applied to the King's Bench Division for an order for leave to enforce the award, and Master Whately directed that the appeal committee should state the award in the form of a special case for the opinion of the Court. The appeal committee found as a fact that the date on which the default arose was May 8, 1927, and that the buyers were entitled to close the contract in respect of the 25 cases at 12s. per lb. c.i.f., and the appeal committee awarded that the sellers should pay the buyers £392 12s. 6d. The questions for the opinion of the Court included whether the date on which the damages (if any) must be assessed was the date of actual default. Mr. Justice Rowlatt held on the first point that the basis was the market value of the shipment and not the value of the spot goods. His lordship also held that the date arrived at by the Appeal Committee was right, and he accordingly dismissed the motion, with costs. From this result Messrs. Edward Nathan & Co., Ltd., now appealed. Mr. Van Den Bergh, in support of the appeal, said it was from an order made by Mr. Justice Rowlatt, who desired a considered judgment, refusing to set aside the award which was in the form of a special case. The hearing was adjourned until February 29. At the conclusion of Mr. Van Den Bergh's addresses for the sellers, Mr. Clement Davies, K.C. (with him Mr. Somervell) supported the judgment of Mr. Justice Rowlatt on behalf of the respondents (the buyers). He contended that there was nothing in the award which made it bad. He contended that no ground had been shown for either setting the award aside or remitting it to the Tribunal. At the conclusion of the arguments their lordships dismissed the appeal. Lord Justice Scrutton, in giving judgment, said he did not profess for a moment that this case was satisfactory. Everybody had a good deal of responsibility for it. But when business men put into their contract claims for the settlement of disputes by arbitration the Court did not interfere unless it could be shown that the Tribunal which had been selected had gone seriously

wrong. Having referred to the facts of the case the learned judge said he agreed with Mr. Justice Rowlatt that the main question in the case was whether under the claim of the contract providing for invoicing back spot price of the goods as the value of the shipment under the contract was to govern the figure at which the invoicing back was to take place. In the circumstances he came to the conclusion that it was not necessary to remit the case to the Tribunal or for setting the award aside. The appeal would be dismissed with costs. Lord Justice Sankey concurred.

**Dispensing Tested.**—At North London Police Court, on February 24, before Mr. Basil Watson, K.C., the following chemists trading in Islington were summoned under the Sale of Food and Drugs Acts for selling magnesium carbonate in place of magnesium oxide as prescribed:—Parkes Chemists, Ltd., 804 Holloway Road; Wilson & White, Ltd., 281 Essex Road; Mrs. M. A. Wilson, 356 Essex Road; Mr. George D. Cooper, 27 Crouch Hill; Mr. Henry P. Everett, 59 Southgate Road; Mr. Andrew W. Stein, 35 Cottenham Road; Messrs. J. C. Young and A. W. Harrison, 179 Blackstock Road; the Bow Drug Stores, Ltd., 48 Devonshire Road; and Mr. Edgar Lacey, 216 St. Paul's Road. Mr. Robertson, solicitor to the Islington Borough Council, appeared in support of the summonses; Mr. H. Glyn-Jones, barrister, defended in most of the cases, and Mr. C. V. Young, solicitor, appeared for Mr. Stein. Mr. Robertson said that in every case a prescription was prepared and submitted to the defendants in the following terms:—

Magnesia pond.	...	...	...	gr. x.
Tr. card. co.	...	...	...	xxx.
Aquam. destil.	...	...	ad	5iv.
Ft. mist. Mitte	...	...	5vi.	

Shake the bottle.

That prescription was submitted to nearly every chemist in the borough, and the majority faithfully complied with the requirements. The defendants and some others used magnesium carbonate in place of magnesium oxide. Under Section 7 of the Act of 1875 it was not necessary for him to show that this was to the prejudice of the purchaser, but the medical officer would say that the substitution of the carbonate for the oxide was likely to cause discomfiture to the person taking the medicine. Mr. Glyn-Jones said he would be able to show that some of the text-books on which medical men and chemists worked regarded the carbonate and the oxide as practically the same drug. The British Pharmacopoeia was, however, definite in making a distinction, and that being so, he was bound to plead "Guilty" to a technical offence. He, however, asked the magistrate not to impose heavy costs. Mr. Robertson proceeded to mention previous convictions against some of the defendants. When he mentioned a fine of £50 against one of them twenty-six years ago, the magistrate stopped him and said he should pay no regard to the previous convictions. Mr. Robertson: In all the present cases the summons was issued on a second prescription being wrongly made up. Mr. Glyn-Jones: In law I have no answer, but in practice I can show that there is a substantial difference of opinion. Mr. Robertson suggested that the magistrate should grant at least 30s. costs in each case. Dr. Clark Trotter, the medical officer of health for Islington, went into the witness-box at the request of the magistrate, and said that he agreed that some of the books were misleading. The Magistrate: What have you to say about it yourself?—Witness: I say there is a great difference. The oxide is two and a half times stronger than the carbonate. The prescription is a copy of one received from Harley Street. The carbonate produces more gas. I agree that there is very little monetary difference to the defendants as to which they use. It may be carelessness—it is not less trouble, or they may take the risk. In cross-examination Dr. Trotter said it was five years since any prescription prosecutions took place in Islington. Mr. Glyn-Jones: Did you, on learning that local doctors were receiving requests from chemists to state what they would expect on such a prescription, send out this circular letter:—

"Town Hall, Islington,  
"Public Health Department.

"Dear Sir,—It has come to my knowledge that at least one chemist in Islington has been writing medical men

enclosing a postcard, which he requests them to sign, and I would impress upon the profession to very carefully read this postcard.

"While I do not think that any medical man who reads this card with care would think of signing it in the terms in which it is set out, I think I ought to warn the profession that if they do sign it as it is, expressing an opinion which is quite contrary to the British Pharmacopoeia they may be subpoenaed to attend the police court in any case which may arise to support the card which they have, perhaps inadvertently, signed.—Yours, etc.,

"G. CLARK TROTTER, Medical Officer."

Mr. Glyn-Jones: Did you send that letter to the medical men of Islington?—I have the right to write letters. Counsel: Is this the way you waste the ratepayers' money? The Magistrate: It seems to be a threat to the doctors. Several postcards received from doctors were shown to the magistrate. Mr. Glyn-Jones (to witness): Did you notify the Press that these summonses were for hearing?—The committee passed a resolution that the Press should be notified. We generally tell the local reporter of the cases of interest. Counsel: That shows that care was taken by the local authority to secure the greatest publicity being given to these chemists' cases. The witness was asked to read what was printed in the "British Pharmaceutical Codex" and Squire's "Companion" on the subject, as being the books on which most medical men worked. He replied that he relied on the Pharmacopoeia as being the authority in the matter of prescriptions. The magistrate remarked that the doctor's replies had altered the view he took of these cases. He had been told that the Council had been put to considerable expense in these prosecutions, but he did not propose to grant any costs. There were elements in this case which made it undesirable that costs should be granted. He should simply impose a fine of 10s. in each case.

## New Companies and Company News

P.C. means Private Company and R.O. Registered Office.

KEALAW'S (CHEMISTS), LTD. (P.C.)—Capital £500. Objects: To carry on the business of chemists, druggists, drysalters, oil and colourmen, etc. The directors are P. P. Keats and Mrs. F. G. Keats, 93 Trafalgar Road, Moseley, Birmingham. Solicitors: Hatwell, Pritchett & Co., 55 Temple Row, Birmingham.

H. W. HERBERT, LTD. (P.C.)—Capital £8,000. Objects: To acquire the business of H. W. Herbert, chemist and druggist and manufacturer and retailer of electrical apparatus now carried on at Egham, Englefield Green, Ashford (Middlesex), and Bracknell. The first directors are E. S. Herbert, N. Bamforth, W. Wood, and H. W. Herbert. R.O.: 41 High Street, Egham, Surrey.

SAVORY & MOORE, LTD. (P.C.)—Capital £45,000 in 40,000 8 per cent. cumulative preference shares of £1 each and 100,000 ordinary shares of 1s. each. Objects: To carry on the business of chemical manufacturers and dealers, chemists, druggists, drysalters, importers of and dealers in medicinal or pharmaceutical, industrial or other articles, makers of and dealers in infants' and invalids' foods, manufacturers of mineral and natural or artificial waters, etc. The first directors are A. L. Savory, 223 Cromwell Road, South Kensington, S.W.5, E. J. C. Savory, Red Lodge, Brooklyn Road, Woking, Surrey, E. T. Nethercoat, Gower House, St. George's Hill, Weybridge, and E. A. Umney, 46 Southwark Street, S.E.1. Solicitors: Leighton & Savory, 61 Carey Street, Lincoln's Inn, W.C.2.

ARTHUR H. COX & CO., LTD.—The annual general meeting was held at their registered offices, 93 Lewes Road, Brighton, on February 25, when the directors declared a dividend on the ordinary shares of 10 per cent. for the year. The appointment of Mr. Panks J. Wigginton as joint managing director with Mr. Edward E. Cox was confirmed. Mr. Ernest Edmonds was re-elected a director.

JOSEPH CROSFIELD & SONS, LTD.—After charging all repairs, renewals and alterations, depreciation and insur-

ance, the balance at the credit of the profit and loss account for the year ended November 30 last is £461,806, to which is added £10,551 brought forward, together £472,357. It is proposed to pay a dividend on the ordinary shares of 10 per cent., transfer to general reserve £100,000, and carry forward £44,857.

SOUTHALL BROS. & BARCLAY, LTD.—The report of the directors for the year ended December 31, 1927, states that, after providing for bad debts, depreciation, income tax, directors' remuneration, a cash bonus of £3,700 to employees and staff, and £2,000 to pension fund, there is a balance of profit of £53,539 15s. To this is added £36,562 7s. 4d., carried forward last year, making a total of £90,102 2s. 4d. Out of this has been paid an interim dividend on preference shares of £3,250, leaving a balance of £86,852 2s. 4d., which the directors recommend should be appropriated as follows:—Second half-year's dividend on preference shares at the rate of 5 per cent. per annum (paid January 1, 1928), £3,250; year's dividend on ordinary shares at the rate of 10 per cent. per annum, free of tax, £13,000; bonus of 1s. 6d. per share on ordinary shares, free of tax, £9,750; to reserve, £45,000; balance forward, £15,852 2s. 4d.; making a total of £86,852 2s. 4d. An interim dividend of 5 per cent. per annum (tax free) will be paid in future on or about October 1, if the result of the first nine months' trading appears to warrant it. The directors have to announce with regret that Mr. W. E. Hipkiss retired from the board on December 31, 1927. Mr. E. D. Barclay retires from the board, but, being eligible, offers himself for re-election.

## Private Arrangement

RE JOHN POGMORE, manufacturing chemist, trading as the Velvia Co., 54 Berry Street West, Liverpool.—The creditors were called together on February 24 at the offices of Bryce, Hanmer & Co., Liverpool, when a statement of affairs was submitted, which showed liabilities of £355 3s. 8d., made up as follows:—Trade creditors, £308 13s. 11d.; bank overdraft, £44 15s. 2d.; and Liverpool Corporation, £1 14s. 7d. The assets were estimated to realise £191, and were subject to preferential claims of £31 13s. 4d., leaving net assets of £159 6s. 8d., or a deficiency of £195 17s. A resolution was passed in favour of a deed of assignment being executed to a member of the firm of Bryce, Hanmer & Co.

## Wills

MR. HENRY WILKINSON, formerly of Mansfield Road, Nottingham, manufacturer of surgical appliances, who died on November 16, left estate of the gross value of £7,263 13s. 9d., with net personality £4,256.

MR. JOHN ROBERT WIDDOP, of Aingarth, Henrietta Street, Hurst, Ashton-under-Lyne, Lancashire, a director of J. Waterhouse & Co., Ltd., wholesale chemists, Church Street, Ashton-under-Lyne, who died on November 22 last, aged 63 years, left estate of the gross value of £2,679 4s. 1d., with net personality £1,774 19s. 1d.

MR. PERCY EDGAR WICKHAM, of The Glebe House, Keston, Kent, and of R. B. Brown & Co., chemical merchants, 44 Finsbury Square, E.C.2, died on December 7 last, aged 51 years, leaving £38,017 15s. 9d., with net personality £24,942 11s. 7d. He leaves all the property to his wife for life and then between his children.

MR. JOSHUA SANKEY, of 11 Park Road, Blackpool, Lancs, formerly in business as a chemist and druggist at 5 Bank Hey Street, a former president of the Blackpool Pharmacists' Association, who died on October 12, left £9,413 14s. 9d., with net personality £7,876 12s. 6d.

## Business Changes

MISS BARBARA M. TAIT, chemist and druggist, has purchased the business of Mr. G. G. Hill, 64 Montague Street, Rothesay, Isle of Bute.

MR. P. R. G. LAING, chemist and druggist, has purchased the business lately carried on by Mr. A. M. Gair, chemist and druggist, 627 George Street, Aberdeen.

## Counters for Service and Display

THE counter has become an article of prime importance in the chemist's shop, because, although once regarded purely as a serving fixture, it now combines with that function the duties of a display unit. Indeed, it may almost be said to perform the first-mentioned task in an incidental manner, for it will hardly be disputed that its main purpose to-day is to display the goods. Counters are now available specially suited to every class of goods, and constructed in such a manner as to provide the maximum facilities for display. Those used for the sale and display of perfumery and toilet goods, as distinct from the pharmaceutical and dispensing side, generally have the top, front, back and sides of plate-glass, with frames of wood or metal.

One popular type is made in standard measurements of 5 ft. by 2 ft. by 3 ft. 10 in. high overall, and is carried out in oak or mahogany, glazed with clear plate-glass in front and at the two ends, and on the top to a width of 6 in. It is fitted at the back with two rimless sliding, clear plate-glass doors, and the interior has a parquet flooring and one plate-glass shelf on adjustable brackets. At the top it has an open-backed display case with a sloping front. This has a frame of white metal or bronze-metal, is glazed with clear plate-glass, and has one plate-glass shelf on adjustable brackets inside. A

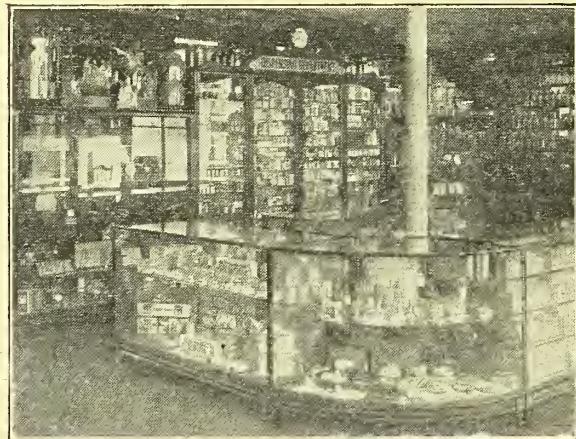


FIG. 1

good counter for general purposes is one of crystal plate-glass framed in oak or mahogany, fitted with one row of movable or adjustable plate-glass shelves and a parquet bottom. The standard dimensions of this counter are 2 ft. 11 in. high by 2 ft. wide by 5 ft. long. A similar counter, 6 ft. in length, is also made in bronze-metal mounted on a hardwood plinth and square turned legs finished in either oak or mahogany. Two of the latest additions to counter equipment are in the form of a corner showcase, fitted with a parquet bottom and three rows of adjustable plate-glass shelves, and a bent-fronted corner counter. These units, attached to the end of ordinary counters, make it possible to take advantage of every inch of space, for two counters can be arranged at right angles, and the corner space between them, which would normally be left vacant, is filled by either the tall corner showcase, or, if it is desired to give the maximum space up to the service of customers, with a corner counter, and thus displays are introduced, or service carried out, in a space which was hitherto wasted. By the

addition of these units, it is possible to have an unbroken run of display on two or even three sides of the shop, or, in a large establishment, to have a central island arrangement on what the French retailers call the *bergerie* (sheepfold) plan. The assistant or assistants on



FIG. 2

the inside of a ring of counters of this description are thus able to serve customers on three or four sides, and, similarly, display can be carried out on three or four sides of the group.

The first and second illustrations accompanying this article show an interior view of the shop of Mr. W. Forster, Ph.C., Seaham Harbour, in which this system of central serving and display units has been introduced. The interior fittings of this shop were designed and carried out by Fredk. Sage & Co., Ltd., Grays Inn Road, London, W.C.1. In Fig. 1 the manner in which the corner counter links up the counters on either side, and thus affords an uninterrupted run of display, is clearly shown. It will be seen that each section of the counter group is given up to the display of a different class of goods. The first two units are each fitted with one plate-glass shelf on adjustable brackets; while the third unit, shown more clearly in Fig. 2, contains four tiers of trays, the front sections of which are given up to display, and the larger portion behind the partition devoted to stock. These trays pull out at the back of the counter, and, after customers have indicated their requirements, all that is necessary for the assistant to do is to pull out the tray concerned and place it on the top of the counter, so that customers can make their own selection from the varying sizes and prices. Quick-service units of this type facilitate the serving of custom-

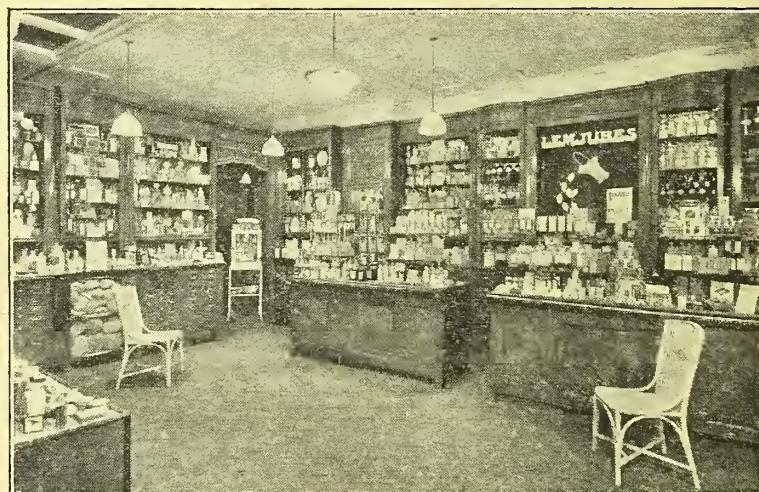


FIG. 3

mers considerably, for the goods are actually on the spot, and customers whose interest has been aroused in a certain article can be supplied with it before their attention is attracted by some other item of display.

There are sundry accessories which it is as well to add to the counter or section of the counter used for the actual service of customers. One of these is a serving slide. This consists of a sheet of plate-glass, with grooved frames at either end which slide over the counter frame and prevent the top of the counter from being scratched by wrapping accessories, serving scoops and the like. For the wooden-topped counters, serving slides of polished wood, or of plain wood covered with baize or felt, can be obtained. These serving slides can be removed at any time desired and transferred to another section of the counter. Where cash is paid over the counter, cash mats of rubber, felt, or composition, or special glass or metal cash plates, are to be recommended as further protection for the plate-glass top. Where possible, it is as well, however, to have a special place reserved for wrapping and packing, either in a bay in the wall-fixture or on a special extension to the counter. For counters fitted with stock units, it is as well to have what is known as a box bar of wood or

metal, according to the material of which the frame of the counter is constructed, running along the top. (This will be noticed on the counter in the second illustration.) With this in position, the plate-glass top of the counter is prevented from becoming scratched or otherwise damaged when the trays or drawers are placed upon it to enable customers to inspect the contents.

Counters of an entirely different type from those already described are shown in the third illustration, depicting an interior view of Messrs. Rogerson's establishment at 8 Darley Street, Bradford, designed and carried out by William Mason & Sons, Ltd., 139 Woodhouse Lane, Leeds. These, it will be seen, are constructed solely of wood, the fronts of which have veneer panels and decorative mouldings. In this shop something of an innovation has been introduced in the shape of racks fitted to the front of the counters, upon which customers may place handbags, parcels and so on while they are being served. The tops of these counters are given up to display, glass shelving on adjustable brackets being employed for the purpose. Still another type of counter is shown in Fig. 4, illustrating the interior of Mr. R. Crystal's shop at 12 Broadway, Woodford Green, also carried out by Messrs. Sage. In this case the front of the counter is fitted with opening doors of glass, behind which is a series of shelves containing a miscellaneous assortment of articles. The lower part of the wall-fixture on the opposite side is carried out in a similar manner. The top of this counter is dressed out by means of special racks of the same material, made up of shelves with sloping backs, which enable the goods to be easily inspected by the customer. The advantage of the all-glass counters is that, if desired, they can be used as ordinary showcase units in specially prominent positions in the shop during seasons such as Christmas and holiday periods, when a supplementary display of suitable gift lines or seasonable articles becomes advisable. A useful addition to the modern counter is in the form of adjustable feet, which make it possible to have a run of serving units on one dead level, no matter how uneven the floor of the shop may be. These adjuncts also make it possible to place showcases or counters on sloping surfaces or at any angle on steps or stairways without disturbing the balance of the displays.



FIG. 4

## Westminster Wisdom

Notes on Parliamentary Matters.

### DYESTUFFS (IMPORT REGULATION) ACT

In reply to a question put by Mr. Fenby on February 28, the President of the Board of Trade (Sir P. Cunliffe-Lister) stated that the total number of applications for licences made to the Dyestuffs Advisory Licensing Committee during 1927 was 7,467 and that of licences granted was 6,753. The amount received in respect of fees was £3,439, and the cost of the committee (inclusive of allied services) was approximately £3,800.

### TAXATION OF FACIAL PREPARATIONS

Commander Bellairs asked the Chancellor of the Exchequer, on February 23, whether he was aware that the statistical office in Berlin states that Great Britain bought more than 170 tons of facial preparations from Germany in 1927; and whether he will give this matter his close attention in connection with the consideration of redundancy and luxury taxes?

The Chancellor of the Exchequer (Mr. Churchill), in his reply, stated that this suggestion had been noted.

### LEAD TETRA-ETHYL

Lieutenant-Commander Kenworthy asked the Minister of Health, on February 29, whether he would state the steps, if any, he proposed to take to prevent injury to workmen, persons employed in garages, and the general public from ill-effects from the use of petrol diluted with lead tetra-ethyl; if he was aware that lead tetra-ethyl is a poisonous substance easily absorbed by the blood through the skin and that its use in garages had been proved to be dangerous; and whether, until his Department had examined into this matter, he would consider issuing special warnings to garages and to the local authorities.

Sir Kingsley Wood:—Lead tetra-ethyl is a poisonous substance, and those who make or sell preparations of petrol which contain it should take or advise precautions designed to avoid danger from handling or using those products. There is at present no definite evidence of injurious results following the use of ethyl spirit. The desirability of further inquiries or research into the nature of any danger to the public from its use is being considered in conjunction with the Medical Research Council, but pending such inquiry it is not proposed to take action on the lines suggested by the hon. and gallant Member.

## Engaging an Assistant

As an employer of labour for many years in a retail pharmacy and elsewhere, I should like to give some advice to the young men (and, perhaps, young women) who study the "Situations Open" columns of the *C. & D.* Supplement. I will give them my own experience on two occasions, when I used these columns recently for the purpose of engaging an assistant. First of all, I made up my mind as to the kind of man I wanted for a store branch, where quick cash experience was more valuable than a dispensing diploma, and where there was scope for considerable increase in turnover, with a corresponding increase in salary for the assistant. In the first place, therefore, I studied to pack all the required conditions into the limit of forty words. I endeavoured to make my wording eliminate all the unsuitables and the unlikelies, for I only wanted to hear from the probables, both for my own sake and theirs. I asked for full particulars of age, past experience and salary required, and I limited the applicants' age to between twenty-five and thirty years.

To this advertisement I received thirty replies; but I may say at once that only three of them passed my inspection of their first letter, and to these I wrote asking for an interview. I knew the type of man I wanted, and said so clearly in my advertisement. I presume that all the thirty wrote to me because they desired employment, and were anxious to impress me as to their suitability for the job. But, although I limited age to thirty years, eleven were over this age (four being over forty), and nine gave me no age at all; although I asked previous experience, thirteen gave me no particulars of the situations they had held, neither name of employer nor town. I was doubtful what to pay, because the job was somewhat peculiar. Only nine told me what salary they expected. Six of my correspondents sent copies of references, and two sent photographs; not one of these eight, however, sent a stamp for the return of enclosures—in fact, only two out of the thirty enclosed a stamp for reply. I wanted a young manager for a neglected branch. I was undecided whether to run it as a lock-up shop, or offer the selected candidate living accommodation. Only eleven applicants told me whether they were married or single. Five applicants had had businesses of their own, which in most cases had failed owing to qualified competition; but each of them was confident of his ability to increase my business.

### WASTED REPLIES

Here are some particulars of another advertisement to which I had twenty-nine replies. Eight were over age; three gave none; seven gave no particulars of past experience; not one enclosed a stamp, though five sent copies of references; nineteen left me in doubt as to their matrimonial condition; six had been in businesses of their own. Young assistants looking for a job must see that this sort of thing is no good to anybody. It is simply a waste of the applicant's postage and the advertiser's time, when 90 per cent. of the replies are foredoomed to the wastepaper basket. Let us make no mistake; the employer wants the assistant as much as the assistant wants him. His attitude is one of expectancy. The greater his need the more he is favourably inclined towards an applicant before he even opens his letter. By an unsuitable or incomplete reply an assistant not only destroys that favourable attitude of mind, but also sets up a positive bias against himself.

It would be unfair, perhaps, to quote from these letters, but I can indicate the tenor of some of their remarks without giving exact words. One man sent me a letter-card with a telephone number, and said that if I would ring him up at a certain time he would tell me all I wanted to know. Another packed all he thought was necessary into five lines. Two wrote two pages each, and said nothing beyond what fine fellows they were, and how much they were prepared to do for me if I would only give them a free hand. Other statements were to the effect that writers were (a) quite well connected, with relatives in the West End, and (b) desirous of getting with somebody like myself, who would appreciate their special abilities.

Those younger readers who are at times applicants for the positions advertised in the *C. & D.* Supplement will, perhaps, take a few hints from an old hand who has, himself, to thank this well-known trade medium for practically all the good positions he has held. The first thing is to study the advertisement one is going to answer, and make up one's mind as to suitability for the position offered. Then it is necessary to give the particulars asked for, or, if details are not mentioned in the advertisement to give age, height, particulars of experience and qualifications. If the salary offered is not stated, it is generally advisable to put a price upon one's services. A good man need never fear to ask a fair wage. Such details as name and address, whether disengaged or not, and, if not, the date at which one can be at liberty, are also of value. Name and address of employer need not be divulged; any decent advertiser will understand that an applicant may not wish his present employer to know that he contemplates making a change. It is always good policy to enclose a stamped and addressed envelope. It is advisable not to apply for the position of senior or manager if the applicant is, say, twenty-one; the advertiser may be given credit for knowing what he wants.

One must not be too critical or severe; one must make allowances both for the unbounded ambitions of youth and the pressure of straitened circumstances in the middle-aged. It is necessary to have been in the position of the out-of-work to understand the lengths to which the hope that springs eternal or the necessity that knows no law will sometimes drive him. Most of those who advertise occasionally for assistants will know the old stager of, perhaps, sixty, who spends his meagre pence after his weekly perusal of the Coloured Supplement in answering the most unlikely advertisements. He is "rather over the age you mention," but his "business acumen is unimpaired," and he replies to all and sundry in the ever-lively hope that some day, by some strange twist of Fortune's wheel, he may find himself unexpectedly lifted into the sunshine and peace of an opulent appointment.—EMPLOYER (13/2).

## Coming Events

This section is reserved for advance notices of meetings or other events. These should be received by Wednesday of the week before the meetings, etc., occur.

### Tuesday, March 6

*Pharmaceutical Society of Great Britain (South-West London Branch)*, 3 The Pavement, Clapham, London, S.W., at 8.30 p.m. Junior Section meeting. Mr. H. Berry on "Extraction and Solution."

*Pharmaceutical Society of Great Britain (Ipswich and Suffolk Branch)*, Church Institute, Tower Street, Ipswich, at 7.45 p.m. General Meeting, to discuss formation of "A Chemists' Golf Club."

### Wednesday, March 7

*Pharmaceutical Society of Great Britain*, 17 Bloomsbury Square, London, W.C.1, at 11 a.m. Council meeting.

*Pharmaceutical Society of Great Britain (Manchester, Salford and District Branch)*, at the University Women's Union, Lime Grove. Junior Section dance, from 7.30 to 12 p.m. Tickets, 3s. 6d. each (inclusive).

*Birmingham Pharmaceutical Association*, Imperial Hotel, Temple Street, at 3 p.m. Meeting to discuss National Health Insurance Dispensing.

### Thursday, March 8

*The Birkenhead and Wirral Pharmacists' Association*, Woodside Hotel, at 8.15 p.m. Smoking concert in aid of Benevolent Fund. Tickets 2s. each.

*Western (London) Pharmacists' Association and West Metropolitan Branch of the Pharmaceutical Society*, at Portman Rooms, Baker Street, W.I., at 8 p.m. Dance and whist. Members of the Branch free; visitors, 5s. each. Tickets from the secretaries and members of the committee.

*Royal Institution*, 21 Albemarle Street, London, W.1, at 5.15 p.m. "Optics and Chemistry," by Dr. J. J. Fox.

### Friday, March 9

*Edinburgh Chemists', Assistants', and Apprentices' Association*, 36 York Place, at 8 p.m. Papers by Mr. J. J. Blackie on "Notes and Queries," and Mr. J. Lothian on "Theories, Old and New."

### Saturday, March 10

*Royal Institution*, 21 Albemarle Street, London, W.1, at 3 p.m. "The Transformation of Matter," by Sir Ernest Rutherford.

## Stock Exchange Prices

£1 Shares unless otherwise stated	Dec. 30, 1927	Feb. 7, 1928	Feb. 28, 1928
	s. d.	s. d.	s. d.
Allen & Hanburys, 7% Prefd. Ord.	20 6	21 6	21 3
Amalg. Dental Co., 8% Prefd. Ord.	18 9	19 0	19 0
Deferred 5s. ..	4 9	4 6	4 6
Apollinaris and Johannis, Ord. £1 ..	10 0	10 3	11 3
Ayrton, Saunders & Co., 7½% Prof.	16 0	16 0	16 0
Beechams Pills, Deferred 1s. shares	—	4 0	3 10½
Benger's Food, Ord. ..	35 3	38 6	39 0
Boake (A.), Roberts & Co., 5% Prof. £10	£6½	£6½	£6½
Boots Pure Drug, Ord. ..	127 6	130 6	130 0
Boots Pure Drug, 7% "A" Profd. Ord.	23 9	23 9	23 9
Boots Cash Chemists (Southern), 6% "A" Prof. ..	21 9	21 9	21 9
Borax Consol., Defd. Ord. ..	26 9	24 3	23 0
Bovril, 6% Prof. ..	21 9	22 0	21 6
Ord. ..	25 0	25 0	24 0
Defd. ..	44 6	44 0	38 9
British Celanese, Ord. ..	90 0	81 3	70 0
7½% Prof. ..	33 9	32 6	31 3
British Cyanides, Ord., 2s. shares ..	3 10½	5 0	5 0
British Drug Houses, The, Ord. ..	16 9	18 3	18 0
British Glues and Chemicals, Ord. ..	4 3	3 9	4 0
8% Prof. ..	13 6	13 9	15 3
British Oil and Cake Mills, Ord. ..	30 0	30 3	30 0
British Oxygen, Ord. ..	29 6	32 6	33 0
British Photo. Indus., 6% Cum. Prof.	14 0	15 6	15 0
Bush (W. J.) & Co., 5% Prof. £5 ..	62 6	63 9	62 6
Cadbury Bros., 6% Prof. ..	23 0	23 9	23 6
Callard, Stewart & Watt, Ord. ..	45 0	45 0	45 0
5½% Prof. ..	19 6	19 6	20 0
Croftield (Joseph) & Sons, 6½% Prof.	20 0	20 0	20 9
Dubarry Perfumery, Ord. 1s. ..	10 0	10 0	10 0
7½% Prof. ..	21 3	21 0	21 0
Eastman Kodak Com. (no nom. value)	\$168	\$172	\$166
Evans Sons Lescher & Webb, Ord.	6s. 8d. shares	5 3	5 3
6% cum. part. Prof. ..	5 7½	5 6	5 3
Field (J. C.) & J., Ord. ..	12 0	12 0	12 0
7% Prof. ..	19 9	19 9	19 0
Gossage (William), 6½% Prof. ..	19 0	19 9	20 3
Grout & Co., Ord. ..	52 6	57 6	53 9
Heppells, 7% cum. part. Prof. ..	15 0	15 9	13 9
Hodders, Ord. 1s. ..	1 0½	2 0	1 7½
Idris & Co., "A" Ord. ..	20 0	20 0	20 0
Iford, Ltd., Ord. ..	35 0	33 9	33 9
6% Prof. ..	19 6	19 3	19 6
Imperial Chemical, 7% Prof. ..	25 0	25 6	25 6
Ord. ..	32 0	31 0	30 3
Defd. 5s. ..	9 9	9 6	9 3
Intern. Sponge Importers, 6% Prof. ..	10 0	10 0	11 0
Kent (G. B.) & Sons, 5½% Prof. ..	11 3	11 3	10 6
Knight (John), 25% Profd. Ord. ..	63 9	63 9	63 9
Laporte (B.) & Co., Ltd., Ord. ..	17 6	17 6	17 6
Lever Bros., Ltd., 7% Prof. ..	20 10½	21 6	22 0
8% Prof. ..	20 10½	21 3	22 0
20% Profd. Ord. 5s. ..	11 3	11 7½	12 1½
Liebig's Ext. of Meat, Ord. £5 ..	£16½	£17½	£17½
Mellin's Food, 6% Prof. ..	13 0	12 6	12 6
Mond Nickel Co., Ord. ..	162 6	138 9	128 9
7% Cum. Prof. ..	26 0	26 0	25 6
Nathan (Joseph) & Co., 7% Prof. ..	15 3	15 6	16 3
8% Profd. Ord. ..	8 0	8 0	8 0
National Drug and Chem. Co. of Canada, 6½% Prof. ..	6 0	6 3	6 0
New Transvaal Chemical Co., 6% Prof. ..	18 6	19 0	19 0
8% Prof. ..	22 6	23 0	23 0
Salt Union, Ord. ..	39 0	38 9	40 6
Prof. ..	33 9	33 9	34 6
"Sanitas," The, Co., 9% Prof. ..	22 6	23 9	23 9
Sanitas Trust, 10% partic. Prof. ..	23 0	23 6	23 6
Schweppes, Ltd., Ord. ..	25 0	25 6	25 6
Defd. ..	53 3	54 6	53 3
Smith (Stephen) & Co., Ord. 5s. ..	11 0	12 9	13 0
Southall Bros. & Barclay, Ord. ..	81 6	80 6	80 6
5% Prof. ..	18 6	18 9	18 9
Spratt's Patent, Ord. ..	50 0	52 6	55 0
Stevenson & Howell, 6½% Cum. Prof. ..	20 0	20 0	20 0
Taylors (Cash Chemists) Trust, 7½% Cum. Prof. Ord. ..	19 0	19 0	18 6
1s. Defd. ..	7 9	7 6	7 3
United Glass Bottle Man., 6% Mt. Deb. Stk., £100 ..	£95½	£93	£93
Venesta, Ltd., Crd. ..	11 6	13 0	13 0
7% Prof. ..	16 3	16 3	16 6
Veno Drug Co., 8% Prof. ..	19 6	20 0	19 3
Virol, Ltd., Ord. ..	105 0	105 0	105 0
7% Prof. ..	22 9	22 9	22 9
White (A. J.), Ltd., Ord. 10s. ..	10 6	11 3	10 3
Wright, Layman & Umney, 6% Prof. ..	18 9	18 9	18 9

## Trade Notes

TOKALON LTD., 212-214 Great Portland Street, London, W.1, announce reduced prices for Crème Tokalon in tubes.

CAPPING SKINS are advertised in this issue by Arthur Toombs & Co., 26 Bush Lane, Cannon Street, London, E.C.4.

G. W. HARRISON, LTD., manufacturing chemists, Caversham Road, Reading, refer elsewhere in this issue to advanced prices of Harrison's rat poison.

LISTERINE PRICES.—S. Maw, Son & Sons, Ltd., 7-12 Aldersgate Street, London, E.C.1, point out that their advertisement in last week's issue referred to fixed prices, and not as stated in this column.

GRASSHOPPER, LTD., 36 North Road, Holloway, London, N.7, give some particulars of an advertising campaign they are undertaking in connection with their well known preparation. Showcards will be supplied to C. & D. subscribers on a postcard request.

LACTOL BISCUITS.—In connection with the introduction of Lactol biscuits, A. F. Sherley & Co., Ltd., 18 Marshalsea Road, London, S.E.1, are offering a 1s. 8d. packet free of charge. A special coupon and other details are given on another page in this issue.

SELL'S TELEGRAPHIC ADDRESSES.—The forty-third issue of Sell's Directory of Registered Telegraphic Addresses has just been published by Mr. Alfred Sell, 8 and 9 Johnson's Court, Fleet Street, London, E.C.4. The new and improved system of reference introduced last year is continued in this issue, to enable subscribers to find immediately the owner of any registered telegraphic address. The publishers have from time to time added many other useful features, including a classified trades list for the whole country. The telephone numbers of all firms in the lists who are subscribers to the telephone system are given by arrangement with the Post Office, and the fact that the 100,000 firms, whose names appear, transact sufficient business to render it necessary for them to register a telegraphic address for the convenience of their correspondents, makes the book invaluable as an authentic guide to "the upper ten thousand" of the commercial world.

## Trade-mark Applications

The figures in parentheses refer to the classes in which the marks are grouped. A list of classes and particulars as to registration are given in "The Chemist and Druggist Diary," 1928, p. 329.

(From "The Trade-marks Journal," February 8, 1928.)

"CELLOSOLVE": for solvents (1). By Carbide and Carbon Chemicals Corporation, 30 East Forty-second Street, New York, U.S.A. 484,787.

"BAYKOLICKER": for chemicals (1). By I. G. Farbenindustrie A.G., Mainzerlandstrasse 23, Frankfurt-on-Main, Germany. 485,852.

"FEROBESTOS": for chemicals (1). By Ferodo, Ltd., Sovereign Mills, Hayfield Road, Chapel-en-le-Frith, Derbyshire. 485,970. (Associated.)

"PROF. DR. MED. BRACKMANN": facsimile signature; for inhaling substances (3) and for inhalers (11). By A. Brackmann, 11 Kurpark, Bad Lippspringe, Westphalia, Germany. 483,164/165. (Associated.)

"VITA-RAY": for medicine containing cod-liver oil (3). By Bicol, Ltd., Gilbey Road, Pyewipe, Grimsby. 485,924.

"MILWORTH": for ointments, creams and medicated soap (3). By Winifred E. Hollingsworth, Longridge, London Road, Harrow. 486,224.

"IOD-A-SEPTIC, STERILISED": with device of steriliser on oval shape; for surgical ligatures (11). By G. F. Merson, Ltd., 18 St. John's Hill, Edinburgh. B484,619.

"DATUM": for goods (47) and for perfumery, etc. (48). By D. Thom & Co., Ltd., Whit Lane, Pendleton, Manchester. 486,378/379. (Associated.)

"HELIO": for an after-shave spray. "PIRADOR": for perfumery, etc. (48). By Ilex Supply Co., Ltd., 2528 Gray's Inn Road, London, W.C.1. 483,156/159.

"MARKSMAN": for perfumery, etc. (48). By Calder Soap Co., Ltd., Valley Road, Liversedge. 486,535.

"MOLINELLE": for perfumery, etc. (48). By S. F. Coles, 49 Roland Gardens, Kensington, S.W.7. 487,307.

## Births

Notices for insertion in this column must be properly authenticated.

MATKIN.—At the Waverley Nursing Home, Killinghall Road, Bradford, on February 8, the wife (*née* Laura A. C. Lotherington) of P. Matkin, chemist and druggist, 708 Wakefield Road, of a son.

## Deaths

BATES.—At Stoke-on-Trent, recently, Mr. Josiah Herbert Bates, Ph.C., aged sixty-one.

CAMERON.—At Rothie Norman, on February 16, Mr. William James Cameron, chemist and druggist, aged forty-two.

CLAYTON.—At a nursing home in Edgbaston, Birmingham, on February 22, Alderman Francis Corder Clayton, Ph.C., aged eighty-four. Alderman Clayton was born at Kelvedon, was educated at the Friends' School, York, and was apprenticed to the late Mr. Richard Reynolds, Leeds. He passed the Major examination in 1865, and after a year's London wholesale experience went to Birmingham and entered the business of J. & E. Sturge, manufacturers of



ALDERMAN F. C. CLAYTON, PH.C.

turing chemists, founded in 1822. His method of preparing granular effervescent preparations was communicated to the British Pharmaceutical Conference, and his process for the manufacture of tartaric acid was adopted by the British Pharmacopoeia. In 1868 he became a proprietor of Messrs. Sturge in partnership with Mr. C. Dickinson Sturge; eighteen years later Mr. Sturge retired, and in 1887 Mr. Clayton sold the business to Mr. Henry Lloyd Wilson and Mr. Alfred Wilson. At that time he was already a member of the Birmingham Board of Guardians and a city councillor. His chairmanship of the finance committee of the Council (of which he lived to be the "father") won the confidence of all parties in the electorate, and in 1888 the compliment was paid him of ordering his speech in presenting the annual estimates to be printed. He filled the office of Mayor in 1890-92, and some years later he was presented with the honorary freedom of the city. From 1892 to 1912 he was treasurer of the University of Birmingham; from 1900 to 1921 he served as its Pro-Vice-Chancellor. Mr. Clayton, who was unmarried, was fond of travel, and carried out many extensive cycling tours. A memorial service was held at the Bull Street Meeting House on February 25. Among the University, civic and other representative members of the congregation were Sir William Bowater, Sir Richard Threlfall, Mr. William A. Albright, Mr. F. H. Alcock, Mr. J. F. Blackwell, Mr. and Mrs. Barrow Cadbury, Mr. Alfred Southall and Mr. Wifred Southall. The interment took place at Kelvedon on February 27. Appropriate reference to Mr. Clayton's career was made at the Victoria Courts on February 23 by the presiding magistrate.

COURTENAY.—At 2 Queen's Terrace, St. John's Wood, London, N.W.8, on February 9, Mr. Edward Courtenay, chemist and druggist, aged fifty-four.

GRAY.—At St. Adelaide, Giffnock, on February 22, suddenly, Mr. Cyril L. S. Gray, representative of Brown, Gray & Co., Ltd., druggists' sundriesmen, 548 Argyle Street, Glasgow, aged twenty-three.

HUMPHREYS.—At St. Mary's Lane Pharmacy, Upminster, on February 25, Mr. A. J. Humphreys, for forty years representative of Blyton, Astley & Co., manufacturing chemists, Lower Broughton, Manchester. Interred at St. Mary's Church, Ilford, on March 1.

LANE.—In Birmingham, on February 22, suddenly, Mr. M. Adair Lane, Midlands representative of Cupal, Ltd., manufacturing chemists, Phoenix Mill, King Street, Bridge, Blackburn.

PILKINGTON.—At 59 Newark Road, Lincoln, on February 18, suddenly, Mr. Stanley Victor Pilkington, assistant with Mr. John Hague, J.P., chemist and druggist, aged nineteen.

SMITH.—At Holmdene Avenue, London, S.E.24, recently, Mr. John Barker Smith, L.R.C.P., chemist and druggist, aged eighty-three. Dr. Barker Smith was the author of "A Primer of Delusional Insanity," and contributed many monographs and letters to medical and other journals.

SPOUNCER.—At Southend-on-Sea, on February 8, Mr. Henry Thomas Spouncer, chemist and druggist, aged eighty-seven.

TEMPLETON.—At his residence, Iona, Wheatfield Gardens, Belfast, on February 21, Mr. John Templeton, late secretary of Hugh Moore & Alexanders, Ltd., wholesale chemists, Linen Hall, Dublin.

WILLIAMS.—At Bourne End, on February 27, suddenly, Sir Dawson Williams, C.B.E., M.D., editor of the "British Medical Journal," 1898-1928, aged seventy-three. Sir Dawson Williams, who had just retired, was closely connected with the editorial department of his paper for seventeen years prior to being appointed editor, and was held in great esteem by the medical profession. He was the recipient of many academic distinctions.

WILLIS.—At Alton, Hampshire, on February 7, Mr. William Willis, chemist and druggist, aged sixty-six. Mr. Willis was in business at Alresford for over twenty years; he was a member of the local board of guardians and rural council.

## Personalities

MR. C. B. SAUNDERS, chemist and druggist, Braintree, has been appointed vice-chairman of the local chamber of commerce.

LICHFIELD City Council has decided to confer the freedom of the city upon Sir Richard Cooper, Bt. (William Cooper & Nephews, Ltd.).

MR. FREDERICK MARCH, chemist and druggist, Torquay, who recently underwent an abdominal operation at a nursing home in London, is making good progress. His temporary address is 49 Beaumont Street, W.I.

On February 28 the chairman of Howards & Sons, Ltd., Ilford (Mr. Alfred G. Howard, J.P.), presented a gold watch, suitably inscribed, to Mr. Frederick Adams (one of the foremen), to commemorate Mr. Adams's recent completion of fifty years' service with the firm.

CERTIFICATES of naturalisation have been granted to Marthe Marie Desarzens, dispenser, Elm Grove House, Tower Street, Chichester; H. Goudman-Wildeboer, medical practitioner, "Burnbrae," Holderness Road, Kingston-upon-Hull; W. H. Kuhlenthal, agent for American pharmaceutical preparations, "Haven Cottage," The Woodlands, Gerrard's Cross, Bucks; R. Sacks, medical practitioner, 32 Calthorpe Street, Gray's Inn Road, London; M. Schalit, medical practitioner, 86 Nethergate, Dundee; D. Schmushkes, medical student, 60 Shirehall Park, Hendon.

## Information Department

### INFORMATION WANTED

Postal or telephone information with respect to makers or first-hand suppliers of the undermentioned articles will be appreciated:

T/142. Crown soap (in pint and two-pint lots)	N/272. Ladderine (for silk stockings)
M/292. Femina pump perfume spray	S/272. Merton's printed tickets and showcards
N/252. Hinder's Zix corn pads	B/212. Turner's veterinary remedies
S/202. L.P. (for old sores)	

## Observations and Reflections

By Xrayser III.

### Publicity

is, of course, good for business, but it is just a little difficult to see what advantage can accrue to the business of chemists and druggists by making displays in our shop windows of processes which so many of us now admittedly do not operate. Yet this, we are told, is one of the best suggestions that have been made for a pharmacy publicity week (*C. & D.*, February 25, p. 241). Each of us is to make a centrepiece exhibit of some pharmaceutical process, such as percolation, filtration, or other operation. But if this were done in the windows of every pharmacy throughout Great Britain I should doubt if the British public would regard it as otherwise than evidence of our eccentricity. Another favoured suggestion for the publicity week is that exhibits in our windows should all be linked together by means of streamers bearing matter in the nature of slogans similar to the injunction "Eat more fruit." I suppose "Take more pills" would hardly be considered to be in good taste, while "Shake the bottle" could not be expected to lead to increased business. Joking apart, what seems to be required is something that will impress the public with the idea that chemists and druggists are not merely purveyors of other people's specialities and of packed goods generally, but that, as pharmacists, they are entitled to consideration as professional men and women. I like the idea, but fail entirely to see how it can be realised by adopting publicity methods which are the reverse of professional.

### What Individuality

yet remains attached to the establishments of those of us who are qualified proprietors of private pharmacies would surely tend to disappear if we all began to make our shop windows look alike. At the same time, I see a risk of displays which we may fondly think are of a professional character conveying the impression to the very conservative British public that the only remaining pharmacies were such as did not display unusual exhibits. Just think of the risk of letting it be thought for an entire week that all the pharmacies except those belonging to the unqualified and the multiple-shop concerns had disappeared. It may be urged that the shock of such a change would probably prove effective in attracting public attention, but it is not to be expected that chemists and druggists who now make substantial profits by arranging to give window displays of different kinds of goods would be willing to sacrifice that profit for an idea with little behind it. Looking through your advertisement pages in last week's issue I was struck with the many tempting offers made for the temporary use of our windows, and I feel forced to the conclusion that such offers will continue to prevail. Meanwhile, I am looking in other directions for means of securing the publicity I should like for my practice as a pharmacist.

### Mr. John Smith

has rightly been endeavouring to impress his colleagues upon the Council of the Pharmaceutical Society of Ireland with the desirability of establishing courses of instruction in pharmacy (*C. & D.*, February 25, p. 239). Even Dublin, one of the homes of high-class pharmacy, is beginning to find that pharmacy is not now taught in shops as it used to be. To quote Mr. Smith: "Fifty per cent. of their students in Dublin never saw a percolator." He might have added that, of the other fifty, probably very few had ever had an opportunity of using a percolator, or seeing one properly packed in connection with the making of a tincture. Shop training being thus deficient, it obviously becomes necessary to institute courses of instruction in the neglected subject. Years ago, I am reminded, there was no provision for teaching practical pharmacy in the School of Pharmacy at 17 Bloomsbury Square, and many high-toned proprietors of historic pharmacies made some fuss when the late Joseph Ince was authorised to make a beginning in the giving of appropriate instruction on the Pharmaceutical Society's premises. They were most emphatic in declaring that such instruction ought not to be given anywhere

but in the chemist's shop. Now, the needed teaching of practical pharmacy is one of the strongest reasons for continuing the School of Pharmacy, and our Irish friends will easily find full justification for going on similar lines.

### The Desire

to be original is not rare; but what is uncommon is the ability to apprehend those opportunities for originality when the exhibition of it will prove of real value. Jacob Bell, like most of us (*C. & D.*, February 25, p. 244), had moments of coruscating originality which fizzled out and left no substantial record behind. It is well known that he was brought up in the strictest sect of the Society of Friends, among whom it is, I believe, the custom to separate the sexes in their meeting-houses. It is said that he was not sufficiently impressed by the parental influence to take this practice seriously into consideration; in fact, he must have regarded it with a certain amount of flippancy. This attitude of mind led him to give expression to it in a highly original fashion. He disguised himself, one Sabbath, in a costume appropriate for a Quaker maiden, and took his seat in the meeting-house among the ladies. His attempt to pose convincingly in this unfamiliar dress was not successful; someone's scrutinising gaze broke down his nerve, and he fled. This was not the only occasion on which Jacob Bell left the field in the possession of the "powers that be." Like many other young folk, he had some difficulty in reconciling himself to his father's calling of a chemist and druggist, and had not only leanings towards artistic pursuits but a measure of ability also. His facility with the pencil influenced his father so much that Jacob was placed for morning study in the Art School of Henry Sass.

### The Account

of the incident which put an end to Bell's venture into the professional circles of pictorial art is best told in the words of his intimate friend, W. P. Frith ("My Autobiography," 1887). Writing of Bell's experiences at Sass's Academy, he says that "Bell went through the drawing from the flat with much tribulation, and at last began the fearful plaster ball . . . he had also arrived at the limit of his patience, and on one fatal Monday morning, after witnessing an early execution at Newgate, he drew the scaffold and the criminal hanging on it in the centre of the ball. We were grouped round the artist, listening to an animated account of the murderer's last moments, when Sass appeared. . . . Mr. Sass looked at the drawing and went out of the studio. Bell looked round at me and winked. Sass returned and addressed Bell as follows:—'Sir, Mr. Bell; Sir, your father placed you under my care for the purpose of making an artist of you. I can't do it; I can make nothing of you. I should be robbing your father if I did it. You had better go, Sir. Such a career as this,' pointing to the man hanging, 'is a bad example to your fellow-students. You must leave, Sir!' 'All right,' said Bell, and away he went."

### Notwithstanding

a great desire on our part to be original, there are certain traits in Bell's character which are worthy of imitation. What he did for the establishment of the Pharmaceutical Society is done for all time and is imitable. But he did not disdain to imitate men who had preceded him, even in the practice of so juvenile a proceeding as drawing up rules for his own conduct. In his last written presidential address he said that at the outset of his campaign he armed himself with these rules of action:—"(1) Never to take offence at any reception, however cool, abrupt, or even rude. (2) Not to be discouraged at a cold shoulder. (3) Not to look down on a man because he has a small shop or lives in a back street. (4) Never lose sight of the main object from a mistaken notion of dignity and self-respect. (5) Never be goaded into a quarrel or loss of temper."

CHRONOLOGY OF TRADE SLOGANS.—Presiding at the annual meeting of Bovril, Ltd., on February 21, Sir George Lawson Johnston pointed out that "Alas, my poor brother!" is more than thirty years old, and "I hear they want more Bovril" is over twenty-five years old.

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*(Est. 1820)***Editorial Articles****Impending Income-Tax Changes**

The approach of a new income-tax year invites attention to some changes in the law as to income tax which were made by the Finance Act, 1927, but which do not come into force until April 6 next. These group themselves conveniently under three heads. The first is the attempt to prevent the leakage of super-tax, which takes place when a portion of the profits of a company is hidden away in the reserve of the company, when it ought rather to have been distributed among the members of the company and so gone to make up an income on which super-tax might be leviable. The principle of assessing super-tax upon the undistributed income of companies is not wholly new. It was introduced by the Finance Act, 1922, but was by that Act applied only to private limited companies which had been incorporated since April 5, 1914, and where the company was under the control of not more than five persons. Power was given to the Special Commissioners of Taxes by the Act to assess to super-tax such portion of the undistributed income as income deemed to have come into the hands of the members who would be entitled to it as the Commissioners might determine. This provision is now extended by the Finance Act of last year to any company which is under the control of not more than five persons and which is not a company in which the public are substantially interested or which is not a subsidiary company. The Act lays down that the public is substantially interested if ordinary shares carrying not less than 25 per cent. of the voting power have been unconditionally allotted to or acquired by the public and the shares have been officially quoted on the Stock Exchange during the company's accounting year. The other exception is that of a company the control of which is in the hands of another company which does not itself come within the Act. Where a company comes within the Act, the Commissioners are in future to have power to say whether or not the company has in fact distributed a reasonable part of its actual income, and to assess to super-tax as if such reasonable part had been paid out. This, of course, involves serious official interference with the functions of company directors, on whom the responsibility naturally rests to decide what the requirements of their particular business demand should be placed to reserve. Another change in the law

coming into force next April is that which seeks to bring within the super-tax net profits made by selling securities "cum dividend" and buying them back soon after "ex dividend." The profits made in a transaction of this kind, being in the nature of an accretion of capital and not income, have not hitherto been regarded as within reach of a tax on income. As from April 6, 1928, profits made by dealings of this kind are to be assessable to super-tax if the tax which would be avoided by failure to assess them is more than 10 per cent. of the total super-tax liability of the individual whose income is in question. It is true that an exemption is provided for where the transaction or transactions upon which the profits have been made are proved to the satisfaction of the Commissioners to be exceptional and not systematic, and a right is given to the taxpayer to set off losses made in this way against gains. All the same, the innovation is in principle a serious one, and one which may be expected to be productive of friction between the authorities and the taxpayer. The third change in the law is that which provides for the introduction of the surtax which is to take the place of the super-tax which is to cease to be payable after the income-tax year 1928-29. This is in reality to be an additional income tax levied each year at such rate and on incomes beyond such a limit as Parliament may from time to time fix. One levy to income tax will first be made on all incomes at a standard rate and be payable as at present, and where any income is above the limit fixed an additional levy is to be made on it, and this will be payable as a deferred instalment of income tax on January 1 next after the close of the tax year. It can at all events be said of this change that it is to be commended as tending to simplify a complicated subject. To make the subject of income tax an agreeable one to the taxpayer is probably beyond the wit of man.

### The Decline in Shellac

DURING the last few weeks there has been another wave of depression in shellac, which is somewhat curious in the face of the continued excellent deliveries into consumption. For the month of February these will probably approximate 7,000 cases, while the January returns amounted to practically 12,000 cases, which was exceptionally heavy compared with a monthly average for the whole of last year of 6,811 cases. These outgoings resulted in a considerable shrinkage in the London warehouse stocks of from 15,371 cases on December 31 last to 10,306 cases during January, while, as indicated, further notable withdrawals may be disclosed by the February returns. In the past, such developments usually assisted in strengthening the position of operators on the "bull" side, but the market has been most puzzling for some time past, having been entirely dominated by persistent attacks of weakness at Calcutta with occasional spasmodic and short-lived rallies. It is possible that this condition will continue for some time yet, for reasons which are difficult to ascertain. There has apparently been some aggressive forward selling at a considerable discount compared with spot delivery, presumably based on anticipations of freer supplies of new crop, although it was recently reported that indications as regards the Bysacki sticklac crop are still uncertain. During November last, Calcutta quotations fluctuated upward of 100 rupees, and the spot price of TN Orange here showed considerable resistance in the neighbourhood of 250s. per cwt., while the stocks were comparatively low at around 10,000 cases as recorded at the end of both October and November. At this level, the market certainly proved very deceptive. The fact that supplies came along at a much-increased rate, resulting in the December arrivals mounting up to the high record of nearly 16,000 cases and spot holdings being increased by 5,000 cases over the end of the year,

had subsequently a most unsettling influence on the terminal market, in which frequent sharp ups and downs were noted over a certain period. Statistical conditions were completely reversed during January, under much smaller arrivals and a renewed increase in the deliveries, with stocks falling once more to about 10,000 cases. Market sentiment, however, has since been chiefly governed by the continuation of depressing operations at the primary source, where prices last week collapsed to well under 80 rupees, according to delivery, although finally rallying to above that figure. Manipulation at that centre on the down-grade has been so vigorous as to precipitate resales on this side on any sharp rally regardless of the much larger amount of legitimate business which has been carried on within the last few months. The fact that the price has lately crumbled to about 185s. for spot delivery, comparing with 250s. at the close of December, is presumably regarded by trade buyers as a fairly reasonable figure based on the considerably increased rate of consumption compared with more recent years. Yet it is to be feared that there is not much to be looked for in the way of more stable conditions yet awhile. The fact has to be noted that the proportion of the Calcutta shipments to this side has again materially increased since the past year, whereas precisely the reverse was the case in regard to the bookings for the United States, which in recent years have varied between about one-half and two-thirds of the total shipped. Taking the Calcutta figures cabled last week for the first half of February, the quantities for the United States were, indeed, only approximately one-fourth of the aggregate for all destinations, or not even one-half of the U.K. and Continental takings combined. This would at least indicate that for the moment American trade needs have fallen off considerably from their normal size. The total Calcutta January shipments at 39,369 cwt. were nearly 10,000 cwt. in excess of the figures for the same month last year; and as one-third of this total is coming to London, it is to be expected that incomings during March will be much heavier, and that the available supplies, after being reduced in February, will mount up again. For this reason, therefore, it is as yet premature to assume that the worst of the depression has been seen, although, of course, much depends on happenings in the Calcutta market, in the event of any important bear position there leading to some pressure of covering operations. It is interesting to note that much larger quantities have been handled on the London market in more recent years, as shown by the following figures:—

Cases	1925	1926	1927	1928 (Jan.)
London landings .....	59,023	66,186	81,737	6,927
London deliveries .....	57,978	60,939	82,600	11,992
London stocks (end of period)	10,847	15,894	15,371	10,306

It will be seen that the landings for last year reached the high total of 81,737 cases, the nearest approach to the "record" figures of 83,215 cases in 1910, which made for a substantial increase in the stocks to over 100,000 cases. The total landings for 1927 were about 23,000 cases in excess of the average for the three preceding years, but the fact remains that the stocks are for the present relatively low as measured by the much heavier deliveries, which for last year, at 82,600 cases, were apparently the largest on record. These figures would suggest that there has been a material change since the year 1926 in the avenues of distribution for this commodity, as the imports from Calcutta direct by the United States have diminished considerably, whereas the quantities shipped to Continental ports have appreciably enlarged. Moreover, other foreign markets, including South America, are taking fair quantities from Calcutta. After dropping at one period last year to 152s. 6d., the price moved up to about 270s. some months ago, so that there has since been a setback of 85s. per cwt.; but the outlook is still obscure with the possibility of the market weakening further before any important recovery ensues. American advices state that the larger domestic users are believed to be fairly well covered.

## A White Lead Convention

THE White Lead Convention formed recently appears to be of world-wide character, including as it does Continental, American, Canadian, and home makers. For a long period negotiations were carried on with a view to setting up a scale of sales prices and quotas for the makers in the various countries. The latter were, it is believed, based to a large extent on past production and sales. The Convention at the moment only covers white lead, dry and ground in oil; it does not cover red lead, but it is reported that negotiations are being carried on to fix up a similar agreement for this article. Prices for all countries are fixed, and unless the Convention breaks down, will continue in force for a period of six years. The home makers' Convention price for white lead ground in oil is fixed at £42 5s. per ton, carriage paid, with certain rebates and cask allowances, which brings the net delivered price down to about £38 per ton. In special instances the rebate is more and the net price still cheaper. With English white lead admittedly superior in quality to the usual foreign makes and with home makers giving credit and willing to deliver in comparatively small quantities, the consumption in this country seems likely to go ahead, at least up to the extent of their quotas. Continental makers are permitted under the Convention to offer in this market, but the first hand price to the bulk importer is £34 per ton c.i.f., which, with landing charges, storage and cost of transport, will bring the price delivered to consumers' works close up to the home makers' figure. But, unless the imported material can be offered at a handsome discount to the home makers' price, it is not likely to find much sale here on account of the difference in quality. English white lead, ground in oil, commands a premium of about £3 per ton, when quality is the essential factor. Most consumers bought well forward prior to the introduction of Convention prices, and for that reason business has been unusually quiet so far this year. A revival of business should come along about March-April, and the home makers should be in a much better position than when the market was competitive, to secure the considerable trade in white lead done annually in this country. When the home makers have sold up to their allotted quota it is rather difficult to suggest what may happen. On the one hand, they may dislike being debarred from accepting orders in excess of their allowance, and on the other, the Continental makers may become dissatisfied with their returns of sales in this country. The strength of the Convention will, it seems, be tested as regards this market during the next few months, and it would not be surprising if it breaks down and the market reverts to its former competitive state.

## February Drug Tariff

THE following are the chief alterations for February in the Insurance Drug Tariff for England and Wales:—

*Lower.*—Barbitonum, 11d. oz.; copaiba, 3s. 6d. lb.; ext. ipecac. liq., 2s. 10d. oz.; ext. nuc. vom. liq., 6s. 6d. lb.; glycerinum, 1s. 6d. lb.; hydrargyrum oleat., 5s. 6d. lb.; lin. camph., 2s. 5d. lb.; liq. picis carbonis, 8s. lb.; ol. abietis, 6d. oz.; ol. olivea, 14s. 6d. gal.; phenolphthalein., 1s. oz.; sapo mollis, 1s. 4d. lb.; sulphonal, 1s. oz.; syr. pruni virg., 1s. 3d. lb.; theobrom. et sod. salicyl., 9d. oz.; tr. cantharidini, 8s. lb.; tr. guaiaci. ammon., 7s. lb.; tr. opii ammon., 6s. 4d. lb.; ung. iod., 5s. lb. Flannel bandages, 3 in. by 6 yds., 16.8d.

*Higher.*—Acid. citric. pulv., 2s. 9d. lb.; acid. tartaric. pulv., 2s. 1d. lb.; capsule copaibæ, 10s. 3.3d. doz.; capsuleæ creosot., 1s. 2.2d. doz.; ditto, 1s. 2.3d. doz.; ditto, 1s. 2.7d. doz.; capsuleæ ol. santal., 1s. 5. 6.8d. doz.; ditto, 1s. 10. 11.8d. doz.; capsuleæ pil. ferri (Blaud), 1 pill strength, 2.2d. doz.; ditto, 2 pill strength, 2.3d. doz.; ditto, 3 pill strength, 2.7d. doz.; capsuleæ pil. ferri gr. 5 et arsen. gr. 1/10, 2.5d. doz.; capsuleæ pil. ferri gr. 5 et arsen. gr. 1/10 et strych. gr. 1/10, 2.5d. doz.; ferri et 3s. 8d. lb.; sodii citras, 3s. 7d. lb.; tr. gent. co., 3s. 8d. lb.; tr. zingib. fort., 7s. 6d. lb. Plaster of Paris bandages, 3 in. by 5 yds., 17.3d.

THE CHEMIST AND DRUGGIST  
ESTAB. 1858  
RETAIL & DISPENSING  
PRICE LIST  
based on definite costing principles  
ISSUED QUARTERLY SEVENTH YEAR OF PUBLICATION

THE drug index for February is 136.5, a fall of 1.8 on the previous month. For surgical dressings the figure continues at 205.4, as it has been for the last three months. The important changes which have taken place during the month are appended and (in addition to those given in the C. & D., February 4, p. 133) will enable chemists to revise the quarterly issue of the list up to March 1:—

d.	per	Cost	Selling Price			
			16 oz. s. d.	4 oz. s. d.	1 oz. s. d.	1 dr. s. d.
34	lb.	Acid. citricum ..	4 3	1 3	0 5	—
35	lb.	Acid. citri pulvis ..	4 6	1 4	0 5	—
27	lb.	Acid. tartaricum cryst. mag. .. ..	3 5	1 0	0 4	—
28	lb.	Acid. tartaricum cryst. parv. .. ..	3 6	1 0	0 4	—
27	lb.	Acid. tartarici pulvis ..	3 5	1 0	0 4	—
192	lb.	Bismuthi carbonas ..	—	6 10	2 0	0 4
201	lb.	Bismuthi salicylas ..	—	7 2	2 1	0 4
162	lb.	Bismuthi subnitras ..	—	5 9	1 8	—
50	lb.	Camphora (flores) ..	6 3	1 10	0 7	—
53	lb.	Camphora (1-oz. tab.) ..	—	—	0 7	—
54	lb.	Copaiba opt. ..	6 9	2 0	0 7	0 1
90	gr.	Digitalinum cryst. B	per	gr.	13 2	—
90	lb.	Ess. zingiberis ..	10 2	3 0	0 10	—
72	lb.	Ferri citras ..	—	—	0 9	—
48	lb.	Ferri et ammonii citras ..	—	1 9	—	—
18	lb.	Glycerinum ..	2 10	0 11	0 3	—
18	lb.	Glycerinum (wgt.) ..	2 3	0 8	—	—
78	lb.	Glyc. papaini ..	—	3 3	0 11	—
44	lb.	Inf. jaborandi conc. C	—	1 9	0 6	—
96	lb.	Liq. picis carbonis ..	—	3 0	0 10	—
96	lb.	Macis opt. ..	12 0	3 5	0 11	—
96	lb.	Macidis pulvis opt. ..	12 0	3 5	0 11	—
48	lb.	Myristicæ pulvis ..	—	1 9	0 6	—
192	lb.	Ol. limonis ..	—	6 10	2 0	0 4
180	lb.	Ol. limonis (Messina) ..	—	6 5	1 10	0 4
72	lb.	Ol. pini (abietis) ..	—	2 7	0 7	0 2
24	lb.	Sodii sulphidum cryst. ..	—	1 0	0 4	—
24	lb.	Spt. saponis kalini meth. ..	3 0	0 11	0 3	—
76	lb.	Syr. aromaticus ..	—	3 6	1 0	—
15	lb.	Syr. pruni virginianæ ..	—	0 9	—	—
9	oz.	Theobrominæ-sod. sal. ..	—	—	1 4	—
24	oz.	Thorii nitras pur. ..	—	—	3 6	—
90	lb.	Tr. zingiberis fort. P.B. '85	—	3 0	0 10	—
60	lb.	Ung. iod. ..	—	2 2	—	—
21	lb.	Ung. zinci c. ac. borici ..	2 9	0 10	0 3	—
24	oz.	Vanillinum ..	—	—	3 6	0 6
6	oz.	Yeast (dried) ..	—	—	0 11	—

TOO MANY SHOPS?—“Complaints continue to be made,” writes a correspondent, “regarding the ‘overshopping’ of Lancashire towns, especially on the coast.

ANOTHER AMBERGRIS STORY.—A report from New York states that recently Jeremiah Pratt, from the deck of a schooner off Cape May, New Jersey, retrieved the spoil of a cluster of seagulls. This proved to be a lump of ambergris, weighing 28 lb. 2 oz. The schooner was about fifteen miles off shore at the time. Pratt states that a New York perfumer has offered him £2,500 for his find.

## Danish Speciality Law

IN 1926 the draft of a law to regulate the sale of proprietary medicines was presented to the Danish Landsting (*C. & D.*, 1926, II, p. 792), but after a short discussion it was withdrawn. Recently the Minister of Health introduced a new bill bearing the title : "Law for the control of remedies sold by pharmacists." The bill deals with medicaments, the distribution of which is restricted to pharmacists, including remedies of which the composition or method of manufacture is not disclosed, as well as preparations marketed under a special designation or trade mark. The final decision as to whether a speciality falls within the scope of the regulations rests with the Minister of Health. Medicines are to be placed under official supervision in respect to their contents, composition, methods of distribution and recommendation. The supervision is to be undertaken by the Ministry of Health and licences for the manufacture must be obtained from the Minister. Under this law it will be forbidden, without the permission of the Ministry of Health, to recommend publicly, whether by advertisements, the sending of descriptive literature, samples or announcements in general or by any means of communication, any medicament to the public. An exception, however, is made in the case of advertisements addressed solely to doctors, dentists, veterinary surgeons and pharmacists, as well as to recommendations in scientific, medical, and pharmaceutical journals. Applications for licences must contain a complete description of the properties, composition, method of manufacture (analysis) of the remedy, and the licence is liable at any time to be revoked. Substances or preparations which are included and described in the current Danish pharmacopœia, or were included in older editions, may be sold only under the designation under which they are or were inscribed, or under the name by which they were known in the trade before inclusion in the pharmacopœia. This applies also to those preparations which, in the opinion of the Ministry of Health, correspond to pharmacopœial preparations. The Ministry of Health has power to forbid the sale and distribution if an examination shows that : (1) The composition of the remedy is irrational, or that the components are not sufficiently pure; (2) the remedy does not correspond to the description on the packet, label, accompanying leaflet, or in the directions or recommendations; (3) the price demanded bears no reasonable relation to the price of the components or the cost of manufacture. In the third case the Minister of Health is authorised to permit the publication of the formula. This is necessary in the case of preparations paid by sick clubs or a public fund. Breaches of this law are punishable by a fine not exceeding 10,000 kroner.

Regarding trade marks for medicaments, the Bill contains a statement to the effect that remedies used in the treatment of diseases, which contain substances and preparations which are known and are described in pharmacopœias, etc., should not be placed on the market as new discoveries under new names, when in reality they are nothing else but old, known remedies. That a factory is capable of manufacturing a medicament in any special form is not sufficient reason for changing the designation of that medicament. Yet the manufacturer should still have the right to provide a package according to his own ideas, so that the firm may be sure that the public may see where the remedy originates, and that on removing the wrapper, etc., the purchaser has the assurance that he has obtained the product of a particular manufacturer in whom he has confidence. The requisite protection for reliable preparations lies in the name of the firm, and not in the camouflage of the name of a well-known remedy.

THE chemists' section of the Chesterfield Chamber of Trade has decided to come into line with the other traders of the town and close their shops at 6 p.m. on Tuesdays and Thursdays.

INDUSTRIAL PSYCHOLOGY.—The National Institute of Industrial Psychology, of which the Earl of Balfour is president, has received an anonymous gift of £4,000 towards the cost of its new premises.

## Pharmaceutical Society

### of Great Britain Branch Meetings

**Bristol.**—A meeting of the Bristol Branch was held on February 8, Mr. A. L. Taylor in the chair. Dr. O. C. M. Davis, of Bristol University, gave a lecture on *Toxicity and the Periodic Classification*. An outline of the group to be dealt with was handed to each member present. Dr. Davis, who was originally a pharmacist, prefaced his lecture by some remarks on the various stand-points from which a research may be conducted, from the gathering of physical constants to the generalisations and deductions to be gained from them. He took the characteristics of the elements in each group, showing that, as far as may be ascertained when the difficulties of application are taken into account, the toxicity increased towards the middle of the group, and then showed a tendency to decline. The lecturer enunciated a number of controversial theories which led to considerable discussion. The members present at the meeting were amply repaid by an interesting lecture.

**Bradford.**—The customary "open" meeting of the Bradford District Branch of the Pharmaceutical Society took place on February 14. In the absence of the president (Mr. R. A. Cross) the chair was occupied by Mr. W. Sutcliffe (vice-president). The meeting passed a vote of condolence with the relatives of the late Mr. J. A. Mitchell, a past-president of the old Bradford Chemists' Association. Some discussion arose on the subject of the prospects of forming a junior section of the Branch for the student-associates in Bradford. The chairman said that the future of the Branch depended greatly on securing the interest of the young people. Mr. S. Kirby spoke of the value of a junior section in Edinburgh. The students' society was not limited to student-associates of the Pharmaceutical Society. Mr. L. B. Sutcliffe agreed that a students' section would be useful, but questioned whether it could usefully be established at this late period of the winter session. Mr. W. H. Fish urged that if a section were formed at all, it should be formed in time for use in botanical excursions during the coming summer. In answer to a suggestion by Mr. J. A. White that a meeting be called, at an early date, of all pharmacy students at the Bradford Technical College, including those who were not student-associates of the Pharmaceutical Society, the chairman questioned whether the suggested junior section, which would be essentially a part of the Pharmaceutical Society organisation, could embrace students who were not associates. The meeting resolved to call a meeting of students at the Technical College, to be attended by the president, two vice-presidents and secretary of the Branch, with a view to the establishment of a junior section in time for the summer botanical excursions. Lengthy discussion took place on apprenticeship in wholesale houses. Mr. A. C. Dutton contended that so far as concerned the average wholesale house and the average pharmacy, the facilities for training in making up galenicals and other materials were probably considerably more comprehensive in the wholesale establishment. Mr. F. Foster, past-president of the Branch and chief dispenser at the Bradford Royal Infirmary, said that under the present conditions pharmacy was in danger of having good men, trained in wholesale houses, drift away from the craft. Mr. R. T. Silson remarked that training in wholesale houses could not provide experience in handling prescriptions; but if the time in a wholesale house could be followed by a period of dispensing, he could see little against recognising the wholesale training. Mr. A. Faull said that if a man learned how to make pills and medicines in a wholesale house he would have little difficulty in dispensing doctors' prescriptions, if he could read their handwriting. Mr. A. T. Bailes emphasised that if wholesale houses were to be admitted to recognition, there should be some stipulation that the pharmaceutical work was at least equal to that in a retail pharmacy, and that the apprentices were under the supervision of a pharmacist. The chairman said he thought it could safely be assumed that the Society, if it recognised wholesale houses at all, would see there were proper

safeguards. Mr. Foster said he thought an objection to recognising wholesale houses for training was the fear that some of the people there might on insufficient grounds open a chemist's shop on their own account, but he did not think there was much likelihood of such inclination. Mr. J. A. White said there might be difficulty on the question as to whether recognition should be granted to small wholesale houses whose principal was a qualified chemist but who did very little making up of preparations. The chairman said the Society would have to approve. It was agreed that, as an expression of Bradford Branch opinion on this matter, a vote should be taken. A resolution favouring the recognition of wholesale houses, approved by the Pharmaceutical Society, for training apprentices under the supervision of a registered chemist, was passed by a majority. A number of members present did not vote. Some discussion followed on the subject of the threatened overcrowding of pharmacy. The chairman said he regarded the rapidly growing number of entrants into pharmacy as a possible menace to the future of the craft, and he thought that steps ought to be taken to put a limit to the numbers accepted each year. Mr. W. H. Fish said he could not see that anything could be done except to stiffen up the examinations. Mr. Bailes attributed the rush very largely to the development of secondary education and a natural desire for careers of an educated character. He thought it might be well to revive the old system of fees for apprenticeship. Mr. Dutton suggested that there ought to be a rule by the Pharmaceutical Society that no pharmacy should have more than one apprentice per qualified chemist. That would stop much of the present running of pharmacies on a staff of apprentices. Mr. A. Faull suggested that if young people had to serve their apprenticeship before beginning training, instead of being partly trained before they served the apprenticeship, there would be a considerable diminution of numbers. Mr. White held that the apprenticeship should be the full four years instead of a period measured in hours. The meeting took no vote on this subject.

**Ealing.**—A meeting of the Ealing and District Pharmacists' Association and the Ealing Branch was held on February 21, the president (Mr. R. J. Morton Sennitt) in the chair. Mr. John Noble gave an address in the form of a dramatic sketch, illustrating various ways in which the chemist in retail business might increase his turnover. A hearty vote of thanks was given to Mr. Noble. A collection taken at the close of the meeting, in aid of the Benevolent Fund, realised £1 1s. 6d.

**Edinburgh.**—A meeting of the Edinburgh and S.E. Scottish Branch was held at Edinburgh on February 8, Mr. David Harley (Musselburgh), chairman of the Branch, presiding. There was a large and representative attendance. A reply from the Council of the Society to the resolution of the Branch in favour of a fixed period, with a minimum of four years for apprenticeship, was read. The reply was to the effect that the Council was not in favour of altering the regulations in the manner proposed, the period of two years being only a minimum. The feeling of the meeting was that the Council had scarcely grasped the real point. Mr. T. Wilson (Burntisland) opened a discussion on *Dispensing Charges*, based on suggestions submitted as recommended at a previous meeting. The committee suggested that dispensing charges should be regulated by four main principles:—(a) Prescriptions should be priced by means of a tariff comprising a trade price for ingredients and a dispensing fee for professional service; (b) trading price should be B.D.H. list *plus* 50 per cent.; (c) dispensing fee, either a flat rate for all classes or a graded rate; (d) minimum price for each class. For all liquid preparations a dispensing fee of 9d. was suggested, and graded fees for powders, pills, ointments, etc., on a similar scale. Points from the N.H.I. dispensing were also submitted for comparison. The suggestions concluded with the query, "Could a universal flat rate for dispensing any and all prescriptions be adopted, and, if so, what would be a reasonable charge?" Mr. Wilson said the committee only submitted these suggestions as a basis. Mrs. Baillie

(Musselburgh) said it was very necessary to have some agreed-upon system arranged. There were three points she would like to suggest. They already had the Scottish Chemists' Retail Price List, which was quite satisfactory, and she was not in favour of taking the B.D.H. list. The second point was, they should have an agreed schedule of dispensing fees, and thirdly, the first dispenser of a prescription should indicate the price charged so as to avoid the glaring discrepancies between one dispenser and another. Mr. Glass (Edinburgh) said the difficulty was the existence of one or two who would not be loyal to their fellow craftsmen in the matter of pricing. He thought it essential that the price should be marked on the prescription. Mr. Kelly (Edinburgh) said the Glasgow Scottish Chemists' Retail Price List had already been mentioned. On the covers issued with that publication there was a table of flat rates which he had found to work quite satisfactorily. Mr. Heddle (Leith) said he had priced 100 prescriptions according to four different systems, and found the result to vary from £5 13s. 8d. to £10 18s. 1d. Mr. Ferrier (Falkirk) said he had priced 100 prescriptions according to his own method, and found the amount to be £10 6s. 1d. The same prescriptions, by the method suggested by the committee, gave £9 11s. 4d. He found that the Scottish Chemists' Retail Price List, intelligently used, worked fairly satisfactorily. There were a few discrepancies as to the percentage of profit. He had no preference for any particular list. He had submitted the same prescription to twelve retail pharmacists. His own was 2s. 3d. and he found that the prices charged varied from 1s. 4d. to 2s. 6d. Mr. Fisher (Dunfermline) and Mr. Abercromby (Edinburgh) favoured the adoption of the Scottish Chemists' Retail Price List. Mr. Sinclair (Peebles) said a difficulty in reaching uniformity was the fact that the oncost charges in the matter of rent, etc., in the cities as compared with the provinces varied so much that a tariff suitable for one area would not be suitable for another. Mr. Gilmour (Dunfermline) thought they should accept the four propositions made by the committee as a basis. Mr. Nisbet (Leith) said he had priced 150 prescriptions by five different methods and found the totals to vary from £7 5s. to £12 4s. He was of opinion that the N.H.I. tariff gave figures that were too low, and that any scheme to be adopted should be on a much higher standard. Mr. Boa (Edinburgh) said if they adopted a scale of dispensing fees they would require to be graded, and if they proceeded on the plan of a flat rate they would need to have the rate in classes. Mr. Stuart (Broxburn) said his idea was to take the N.H.I. tariff as a basis with the addition of a more adequate fee. Mr. Watson (South Queensferry) said he was afraid the average chemist had in his mind the fear of offending his customer or his neighbour in fixing the charge for dispensing a prescription. Mr. Baillie (Peebles) said in the case of Dangerous Drugs Acts prescriptions they ought to charge a substantial fee. The discussion was also taken part in by Messrs. Currie, Leith, Hill and Tainsh (Edinburgh). The matter was remitted to the committee to consider the framing of some definite scheme in the light of the discussion.

**Leicester.**—The vice-president of the Society (Mr. L. Moreton Parry) addressed a well-attended meeting of the Leicester and Leicestershire Branch under the chairmanship of Mr. A. E. Young, on February 7. In introducing Mr. Parry, the chairman spoke of the amicable arrangements existing between the Society and the Retail Pharmacists' Union. Mr. Parry's address consisted of a detailed account of a week's Council committee meetings of the Society. Mr. Parry, in his replies to questions, said he was one of the instigators of the formation of the R.P.U., and was glad to have its successful co-operation. His opinion of examination failures was that they were the result of post-war lethargy. Qualified Society inspectors might yet come about. Mr. Parry stated that special regulations governed the Society's examination room under the D.D. Acts; that if satisfactory reasons were given, permission could be obtained from the director to view the pathological laboratories; and that each school of pharmacy after inspection was told of its shortcomings, if any. A vote of thanks to the speaker, proposed by Mr. Young, ended the proceedings.

## Insurance Act Dispensing

Record of matters concerning Chemists' interests in the National Health Insurance Acts.

### ENGLAND AND WALES

#### Local Reports

**Kent.**—At a meeting of the Insurance Committee, on February 8, the Pharmaceutical Service Subcommittee reported concerning a prescription for: Quinine sulphate, 60 gr.; dilute sulphuric acid, 90 minims; water to 6 fluid oz. The analyst reported: "The sample contains chloroform, the presence of which may be due to the mixture having been prepared with chloroform water instead of tap water." One of the partners of the firm attended before the Subcommittee and admitted an error by their dispenser. The Subcommittee said that this statement was supported by the dispenser, who, they ascertained, did not hold the Pharmaceutical Society's qualification. The Subcommittee found that the firm had committed a breach of the terms of service, and recommended that they be censured. The chairman assured the Committee that a system of visits upon panel chemists was carried out very thoroughly. Although there were three cases in the present report, some thirty to forty samples taken were absolutely correct, and he congratulated the pharmacists of Kent, who were carrying out their very difficult work so well. A member expressed the hope that the Subcommittee was satisfied there was efficient supervision to see that chemists held the qualification of the Pharmaceutical Society. Mr. French (chairman of the Subcommittee) said they had found that in all these cases proper supervision had been given. The recommendation was approved.

**Leicester.**—At a meeting of the Insurance Committee, held on February 14, the question of adopting a label in reference to number of doses contained was discussed, and it was resolved to ask the Panel Committee as to the desirability. The question of a quantity written by a doctor on a prescription was placed before the members, as their unanimous opinion did not agree with what the doctor intended. It was left in the hands of the secretary to deal with.

**Middlesex.**—The annual meeting of the Middlesex Insurance Committee was held on February 6. Mr. J. D. Cooper and Mr. W. Marlow were elected chairman and vice-chairman respectively for the ensuing year. Payments included the following to chemists and doctors:—October accounts (less one-third value of dispensing fees), £5,090 16s. 5d.; to practitioners for drugs, 1s. 3d. per 100 insured persons on lists, £290 5s.; for dispensing fees fourth quarter, 1927, £281 4s. 10d.; for vaccines and splints, £4 12s. 8d.; for drugs supplied under clause 7 (3), £11 9s. 5d.; to drug fund, 19s. 10d. Payments to chemists, November accounts (less one-third value of dispensing fees), £4,774 19s. 2d.; to practitioners for vaccines, £2 18s. 6d. The Subcommittee also reported that they had considered a statement showing the estimated expenditure of the Joint Committee for the Pricing of Prescriptions (South-Eastern Division) for the current year, amounting to £6,300, compared with £6,285 11s. 2d. for 1927. The estimated amount payable by the Middlesex Insurance Committee is £2,296, the same as in 1927. On the recommendation of the Finance and General Purposes Subcommittee, subject to the approval of the Ministry of Health, it was decided to supply a copy of the report of the Committee's analyst to the chemist concerned when analyses were referred to the Pharmaceutical Service Subcommittee. The total number of chemists on the panel was 382. The Pharmaceutical Service Subcommittee reported on a number of mixtures taken for analysis. (1) The Committee's analyst reported a deficiency of 18 per cent. of pot. iodid.; the independent analyst estimated it at 17 per cent. In reply to a question, the chemist stated that he used ordinary crystals and did not keep any stock mixtures. The chemist was cautioned. (2) An excess of 22 per cent. of hexamin. and 18.5 per cent. of sod. acetat. was reported. The chemist stated that the mixture was dispensed from a concentrated mixture, of which 160 oz. was made at one time, that the ingredients for the mixture were weighed on a 2-lb. beam scale which the Inspector of Weights and Measures found to

be unjust. The chemist was cautioned. (3) Analysis showed an excess of 14 per cent. of ammon. brom. The managing director of the firm concerned stated that the business was taken over a fortnight before the mixture was dispensed; that he dispensed it from a solution which he found on the premises, and that he had now scrapped it. The chemists were cautioned. (4) The Committee's analyst reported an excess of 10 per cent. of ac. hydrobrom. dil. and a deficiency of 12 per cent. of pot. brom., and the independent analyst an excess of 2 per cent. of quin. sulph., no excess or deficiency of ac. hydrobrom. dil., and a deficiency of 8 per cent. of pot. brom. The chemist stated that he always dispensed with the utmost accuracy, and he could not understand how the error arose. He did not dispense the prescription from a stock mixture. The chemist was cautioned and informed that concentrated solutions should not be used when dispensing. (5) The Committee's analyst reported a deficiency of 10 per cent. of pot. iodid., excess of 6 per cent. ammon. chlor., and a 4 per cent. excess of pot. bic., and the independent analyst an excess of 3 per cent. pot. iodid., 5 per cent. ammon. chlor., and 3 per cent. pot. bic. The chemist was cautioned. (6) The excess of ac. phos. dil. present in a mixture was reported as 64 per cent. The manager of the firm concerned stated that it was possible that the concentrated acid, which was obtained from a firm of wholesale chemists, might have been stronger than B.P. The chemists were cautioned. (7) The report of the Committee's analyst gave a deficiency of 12 per cent. of pot. nit. in a mixture. The chemist was cautioned.

**Northamptonshire.**—At a meeting of the Insurance Committee, on January 28, the Pharmaceutical Subcommittee reported the circumstances under which a chemist was alleged to have supplied different drugs from those prescribed. The chemist admitted that he had committed an error, but pointed out that the doctor's handwriting was so illegible as to induce him to believe that pills were intended, and that he supplied the latter in the bona-fide belief that he was correctly interpreting the prescription, which was for tablets. The Subcommittee agreed that the doctor's handwriting left much to be desired in the way of legibility. It was decided that the chemist should be cautioned, and the doctor informed of the circumstances.

**Smethwick.**—A meeting of the Benefits Subcommittee was held on January 26. The following statistics relating to prescribing during the quarter ended September 30, 1927, were received:—

Number of prescriptions issued during quarter	37,977
Total cost of ingredients	£542 5s. 5d.
Total cost of dispensing fees	£686 19s. 4d.
Total cost	£1,229 4s. 9d.
Average cost of ingredients per prescription	3.4d.
Average cost of dispensing fee per prescription	4.3d.
Average cost per prescription	7.7d.
Average cost per insured person on doctors' lists	9.1d.
Average number of prescriptions per person on doctors' lists	1.18

The clerk reported that twenty-three tests of dispensing had been made, no action being necessary in twenty cases, the remaining three cases having been referred to the Pharmaceutical Service Subcommittee for inquiry. In one of these cases it was deemed necessary to inflict a monetary penalty, but in the other two cases it was decided that the chemist was not responsible for the discrepancy disclosed by the analyst. With regard to testing the quality of appliances, seven tests had been made, and in only one case was it necessary to refer the matter to the Pharmaceutical Service Subcommittee, when it was found that the responsibility for the inferiority of the article supplied clearly rested with the wholesalers, and the chemist was exonerated from blame.

### SCOTLAND

**Lanark.**—At a meeting of the Insurance Committee on February 16, reference was made to the proposed Health Insurance Amending Bill, and it was suggested that authority be given to the Finance Committee to deal with the Bill as soon as its contents were made known.

## Trade Report

The prices given in this section are those obtained by importers or manufacturers for bulk quantities or original packages. To these prices various charges have to be added, whereby values are in many instances greatly augmented before wholesale dealers receive the goods into stock, after which much expense may be incurred in garbling, packing, etc. Qualities of chemicals, drugs, essential and fixed oils, and many other commodities vary greatly, and higher prices than those here quoted are charged for selected qualities of natural products even in bulk quantities.

42, Cannon Street, E.C.4, March 1

THE general business tone in the Mincing Lane produce markets continues much as previously reported, with one or two items of outstanding interest. These include another advance in Japanese refined camphor slabs, tablets and powder. English refined may follow this advance. Pepper is again dearer, particularly white, which has been in active speculative demand. West African ginger has advanced about 3s. from its recent lowest. The corn products such as glucose, maize starch powder and crystals, and dextrin were advanced sharply at the close of last week. Lime juice has been the subject of quiet buying lately at cheap prices. New Norwegian cod-liver oil is again higher on poor production results, but at the moment buyers can fill their orders from cheap spot parcels of last year's crop. Russian ergot is the turn firmer to arrive, but spot prices are easy. Senega is moving freely at firm rates. Carnauba wax is quiet, with some forward positions easier. Menthol is inactive. Mercury is unsettled. A decline of 3d. per gallon in methylated alcohol has taken place, and methylated ethers are correspondingly reduced. In the pharmaceutical chemicals group there are no important price changes, business being limited and competition keen for the products in most demand. Citric and tartaric acids are very firm, the former continuing scarce. Methyl salicylate is being keenly cut. Among the industrial chemicals there is a steady flow of small-sized business, with little price variation. Cream of tartar is firm and dearer. Arsenic is on the easier side. Potassium and sodium chlorate and sodium nitrate are slightly cheaper. Among the so-called vegetable oils, continued quiet markets are reported. Castor has recovered somewhat, but is still dull. Palm of all grades is cheaper, and ground nut is easier. Turpentine is also a trifle weaker. Linseed is about level on the week. Among the aromatic seeds about the only change is a firmer market for French fennel.

Higher	Firmer	Easier	Lower
Camphor (Jp. slabs)	Castor oil (Eng.)	Arsenic	Ethers, methylated
Cod-liver oil	Cocoa butter	Ground nut oil	Male fern oil
Dextrin	Fennel seed	Mercury	Palm oil
Ginger (Afr.)	(Fr.)	Potash chlorate	Spirit
Gingergrass oil	Geranium oil	Sodium chlorate	methylated
Glucose	Orange oil	Sodium nitrate	Turpentine
Maize starch powder			Wood oil
Palmarosa oil			
Pepper			
Spearmint oil			

### Cablegram

BERGEN, February 29.—The catch of cod since the opening of the season amounts to 6,400,000, against 9,000,000 at the corresponding period of last year, and the yield of steam-refined non-freezing oil is 6,521 hectolitres, against 11,233 hectolitres at the same period last year. Market is firm at 170s. per barrel, c.i.f., for finest steam-refined non-freezing oil.

### Crude Drugs, etc.

AGAR AGAR is steady at 3s. 9d. per lb. on the spot for Kobe No. 1, and to arrive 3s. 5d. c.i.f. Yokohama No. 1 is 3s. 6d. spot.

ANTIMONY is without improvement, although Chinese crude is steadily held at £36 to £37 on the spot, and shipment at around £32 c.i.f. English regulus high-grade varies from £64 10s. to £65, but good brands are obtainable down to about £60. Chinese regulus has been offering at around £45, and demand is very slow, while c.i.f. terms for shipment have been shaded to £41.

BAYBERRY BARK is very firm at 10d. per lb. c.i.f. to arrive, and on the spot sellers quote 1s. per lb.

BELLADONNA ROOT is quoted at 6s. per cwt. on the spot.

CAMPHOR (REFINED).—Japanese 2½-lb. slabs on the spot have advanced about 1½d. per lb. to 2s. 7½d., and for April shipment 2s. 5d. c.i.f. is quoted; near shipment does not appear to be offered: 4-oz. tablets are now 3s. spot and 3s. c.i.f.; flowers are 2s. 9d. spot and 2s. 7d. c.i.f.

CASCARILLA is offered at 4s. 6d. per lb. c.i.f., and for siftings 2s. 2d. is quoted.

CHAMOMILES.—Good white are difficult to obtain at 10s. 6d. per cwt. on the spot; off grades are plentiful, down to 80s.

CLOVES.—Zanzibar continue quiet at 7½d. per lb. on the spot, and for March-May shipment sellers quote 7½d. per lb. delivered weight. The landings during the week ended February 25 were 700, and the deliveries 742, leaving a stock of 11,408 bales, against 9,028 in 1927 and 14,171 in 1926. The landings of Zanzibar during the period January 1 to February 25, 1928, were 3,959 bales, against 4,230 for 1927, and the deliveries 2,048, against 2,845 in 1927.

COCOA BUTTER is firm at 1s. 9½d. per lb. for C.F.R., and other makes 1s. 8½d., in not less than one-ton lots.

COD-LIVER OIL.—Higher prices are asked in consequence of the further poor results in the Lofoten fishing, and for finest new from 165s. to 170s. per barrel has been quoted in some quarters. Last week's results were 4,429 hectolitres less than the corresponding period of last year. Although the market is extremely firm it is yet too early to take a definite opinion as to the future, and buyers are holding aloof. Sellers of last year's oil quote 155s. per barrel c.i.f., and buyers are able to obtain spot supplies at about this figure.

CORN PRODUCTS, ETC.—Guaranteed water-white glucose (corn syrup) is 9d. higher at 21s. 9d. per cwt. for February-April delivery, ex store, London, duty paid. Dutch maize starch powder (cornflour) is dearer at 15s. 6d. per cwt. on the spot. American for February-April delivery is 9d. higher at 15s. 6d. per cwt., ex store, London. Pearl starch for February-April shipment is also 9d. higher at 15s., ex store, London. Dutch maize starch crystals is 21s. on the spot. American for February-April delivery is 20s., ex-store, London. Dutch dextrin is dearer at 22s. to 25s. per cwt. on the spot as to quality. American canary for February-April delivery is 7½d. higher at 18s. 10½d. White for February-April delivery is 18s. 7½d. ex store, London. Dutch farina is unchanged at 16s. 9d. per cwt. on the spot, and 15s. 9d. per cwt. f.o.b.

ERGOT is somewhat firmer to arrive, Russian offering at 3s. 2d. c.i.f.; spot prices are unchanged at from 2s. 10d. to 2s. 11d. per lb. for Russian and/or Polish. Spanish is unchanged at 7s. 3d. spot.

FENNEL SEED.—French is firmer at 57s. 6d. per cwt. on the spot.

GINGER.—West African is dearer, with sales at from 35s. 6d. to 37s. per cwt. on the spot. A fair quantity of Jamaica has changed hands recently on the spot; small is quoted at 70s. up to 110s. per cwt. for good bold.

GLYCERIN.—The British makers' price is unchanged at £80 per ton for chemically pure s.g. 1.260 in drums for five-ton lots on contract.

HEN YOLK is quiet at 1s. 9½d. per lb. on the spot for Chinese dried, and at 1s. 8½d. c.i.f. for March-April shipment. Prime Chinese albumen is 2s. 5d. spot, and March-April shipment 2s. 3½d. per lb. c.i.f.

INSECT FLOWERS.—Dalmatian are firm at 140s. per cwt. c.i.f. for closed.

IPECACUANHA.—The "Asturias" from Buenos Ayres has brought 18 packages.

LEMON JUICE is in fair demand at about 2s. 3d. per gallon c.i.f. London for good pressed Italian in barrels.

LIME JUICE.—It is common knowledge that there has been a considerable falling off in consumption of West Indian lime juice during the past two or three years, and the imports have largely exceeded the demand, which is now more for lemon juice and "lemon squash." Consequently, importers of the stocks remaining on hand over a lengthy period have incurred heavy charges, such as rent, re-gauging, re-sampling, loss of interest on capital, etc., and when any buyer of a fair-sized parcel appeared he was practically able to dictate the price. There have been few imports to replace these forced sales, as importers naturally relinquished the business, and there were even no shipments sent on consignment last season. Lately, in view of the fact that there are as yet no offers of the new crop juice, there has been a good deal of quiet buying of the old crop in consequence. The stocks, however, have not been considerably reduced as they have not gone into consumption, but merely changed hands. The new owner of the juice is therefore in a better position to sell, having bought at a low figure. It is anticipated that when offers of the new appear they will be from 1s. to 1s. 3d. per gallon higher than what the old crop has been sold at. The current value of old crop West Indian is from 2s. to 2s. 3d. per gallon.

Lycopodium is quoted at 4s. per lb. for treble-sifted on the spot.

MAGNESIUM.—Demand has been quiet but steady, with home makers quoting 3s. 9d. to 4s. 3d. per lb. for small ingots and sticks, and 5s. to 6s. 3d. per lb. for powder.

MALE FERN EXT. is offered at the cheaper rate of from 4s. 3d. to 4s. 4d. per lb. for 24 to 25 per cent. filicin as to quantity.

MENTHOL.—The spot value is nominal at 15s. 9d. per lb. for Kobayashi-Suzuki, and for shipment 15s. 12d. c.i.f. is quoted for practically all positions.

MERCURY.—The market has been very unsettled, which has tended to restrict business all round. Prices have been very erratic from day to day. Near the close of last week the spot price was given in some quarters at about £20 10s. per bottle, but quotations in the earlier part of this week varied between £21 up to as much as £21 10s. per bottle, less the usual discount. Small dealers or brokers are usually quoting figures which would be materially shaded for good-sized lots by importers. There has been some export inquiry from the Far East, but buyers hesitate to look orders. There is, of course, a certain apprehension about having regard to the considerably larger supplies in sight, and the course of prices is very uncertain.

MYRRH continues extremely scarce, especially good Aden sorts. The small quantity available consists chiefly of rough dark inferior sorts, for which 120s. is wanted, but from this parcel it would be impossible to obtain any quantity for pickings.

OPIUM.—Sellers quote from 2s. 1d. to 2s. 2d. per unit for Turkey druggists' as to test.

CONSTANTINOPLE, February 15.—The sales during the past fortnight amount to 173 cases druggists' at from £T23 to £T28 per oke; four cases "softs" at £T32 to £T32½, and one Malatia at £T32 per oke. Market is lower on favourable crop news. Arrivals amount to 1,471 druggists', 197 "softs," and 190 Malatia, making a total of 1,858 cases, against 2,722 last year. Stock is now 1,198, against 724 last year, and comprises 847 druggists', 205 "softs," and 146 Malatia.

PEPPER is dearer. Fair black Singapore is now 1s. 6d. per lb. on the spot; to arrive, January-March and March-May shipment is 1s. 6d. c.i.f. Lampang has been sold at 1s. 5d. spot, with 1s. 6d. asked. January-March shipment has been sold at 1s. 5d. to 1s. 5d.; March-May at 1s. 5d. to 1s. 6d.; April-June at 1s. 5d. to 1s. 6d.; May-June, 1s. 5d.; August-October, at 1s. 4d. c.i.f. Tellicherry has been sold up to 1s. 6d. spot, and March-April shipment at from 170s. to 175s. per cwt. c.i.f. Alleppey is 1s. 6d. spot, and February-April shipment 160s. c.i.f.; March-April shipment has been sold at 169s. to 172s. c.i.f. White Muntok has been sold up to 2s. 3d. spot; January-March shipment has changed hands at 2s. 2d. to 2s. 4d.; March-May at 2s. 2d. to 2s. 4d.; and April-June at 2s. 2d. to 2s. 4d. c.i.f.

PIMENTO is firm at 8d. per lb. on the spot, and for March-April shipment 80s. per cwt. c.i.f. is quoted.

QUILLIA is somewhat scarce on the spot, and up to 54s. has been paid for Valparaiso. March-April shipment is quoted at 40s. c.i.f.

RUBBER is practically unchanged on the week, after considerable fluctuation. At one time spot was done at 1s. 2d., but at the close there were no better buyers than 1s. 1d. It would appear that after the excitement of the past few weeks the market has now more or less settled down, as the major part of the speculative interest has died away. The market continues to be sensitive to any new report, and during the next few weeks there will no doubt be further heavy fluctuations, although even at the lower prices very few manufacturers are showing interest. Overtures are being made towards getting Dutch support, to prevent the market further declining, but up to the time of writing nothing definite has been arranged. Stocks were reduced last week by 656 tons, and the London stock now stands at 63,103 tons, against 58,659 tons at the corresponding period last year; it will therefore be seen that the difference in stocks is gradually growing less. Quotations (Wednesday, 5 p.m.): No. 1 standard ribbed smoked sheet, spot and March, 1s. 2d.; April-May-June, 1s. 2d.; July-September, 1s. 2d. per lb.

SEEDS.—The market continues quiet and unsettled, with very little business passing at prices as follows:—ANISE.—Spanish is 50s.; Levant, 34s.; and Russian, 32s. per cwt. CANARY.—There is no demand; Mazagan is 14s. 6d. spot, and for forward shipment 14s. c.i.f., and Saffi 14s. spot. CUMIN.—Maltese is 60s. spot, and Morocco 56s. per cwt. CORYANDER.—Morocco remains firm at 47s. 6d. spot, and forward offers are unobtainable; Russian is 39s. spot. FENUGREEK.—Morocco is 16s. 6d. to 17s. HEMP.—Manchurian is 16s. 9d., and Chilian 17s. 6d. per cwt. LINSEED.—Mazagan is 20s. 6d. spot, and 20s. c.i.f. is quoted forward. MUSTARD.—English is 27s. per cwt on the spot. CARAWAY.—Dutch is unchanged at 37s. per cwt. c.i.f. for prompt shipment.

SENEGA remains firm, and is moving freely at the previous price of 5s. 6d. per lb. An arrival of 20 bales has taken place, but it is practically all disposed of.

SHELLAC.—The spot market is steady at 185s. per cwt. for usual standard TN orange quality; fine orange is 220s. to 330s.; pure button, 230s. and AC cakey 215s. For shipment, January-February is quoted at 170s.; February-March has been sold at 160s. to 162s. 6d. and buyers' March-April shipment at 155s. to 157s. 6d.; and April-May at 151s. to 152s. 6d. The sales for delivery include March at 170s. to 172s.; May at 165s. to 167s. to 162s. 6d.; and August at 155s. to 157s. 6d. to 154s.

SPIRIT, METHYLATED.—The makers announce a reduction of 3d. per gallon on methylated spirit, to take place on and from March 1. The following is the new schedule of prices:—

In One Delivery	Industrial Methylated Spirit			Pyridinised Industrial Methylated Spirit			Mineralised Methylated Spirit (coloured violet)		
	610. p. s. d.	640. p. s. d.	610. p. s. d.	640. p. s. d.	610. p. s. d.	640. p. s. d.	610. p. s. d.	640. p. s. d.	610. p. s. d.
500 gallons and upwards	1 11	2 0	2 1	2 2	2 2	2 3	3 0	3 1	—
100 " and under 500	2 0	2 1	2 2	2 2	2 3	2 4	3 2	3 3	—
30 "	100	2 2	2 3	2 4	2 5	2 6	2 7	3 4	3 5
10 "	30	2 4	2 5	2 6	2 7	3 4	3 5		

Methylated resin finish is 2d. per gallon extra, and methylated shellac finish 8d. per gallon extra over the prices quoted for pyridinised industrial methylated spirit.

TRAGACANTH has been fairly active, particularly for the medium grades for export to the U.S.A. The Continent has also bought the very low grades, and several parcels have been cleared at fairly cheap prices. No. 1 ribbon is from £23 to £30 per cwt.

WAX (VEGETABLE).—Carnauba is quiet. Fatty grey is 42s. per cwt. spot, 127s. 6d. afloat, and 123s. c.i.f. for forward shipment. Chalky grey is 130s. spot, 128s. c.i.f. afloat, and 125s. c.i.f. for shipment. Primera is 260s. spot, 220s. c.i.f. for shipment. Primera Baixa, 250s. spot and 215s. c.i.f. for shipment. Mediana, 240s. spot and 209s. c.i.f. for shipment. Japanese vegetable wax is steady at 83s. per cwt. spot and 80s. c.i.f. for February-March shipment.

#### Essential Oils

BUSINESS has been remarkably dull, inquiries are made but few orders appear to result. There is a marked shortage of spearmint on the spot, and gingergrass and palmarosa are also scarce. Each of these articles are slightly higher, and the geranium oils with Sicilian orange are somewhat firmer.

ANISE (STAR).—"Red Ship" is unaltered and in poor demand at 2s. 5d. to 2s. 6d. per lb. on the spot and 2s. 12d. to 2s. 2d. c.i.f.

BERGAMOT is much more steady this week. The quotation at 22s. per lb. c.i.f. has been withdrawn. On the spot the price is from 23s. to 24s.. and for shipment 23s. 6d. per lb. c.i.f. for 37 to 38 per cent. l.a.

CANANGA is unchanged at 13s. per lb. on the spot for Java oil

CASSIA.—Business is negligible owing to the deadlock with regard to a guarantee as to freedom from alcohol. Spot supplies of genuine oil are scarce, but can still be obtained at 7s. per lb. The market is very unsettled.

CEDARLEAF.—American is quoted at 4s. 3d. per lb. c.i.f. at 1s. 4s. 9d. on the spot.

CEDARWOOD is quiet on the spot and in fair supply at 1s. 2d., in drums, and 1s. 4d. in cases. Shipment prices are from 1s. 1d. to 1s. 2d. per lb.

CINNAMON.—Ceylon leaf is quoted at 5s. 9d. on the spot and 5s. 3d. per lb. for Scyphelles.

CITRONELLA.—Ceylon is unchanged at 1s. 5d. to 1s. 5d. on the spot.

COPAIBA is quoted at 2s. 9d. to 3s. per lb., as to quantity, on the spot.

GERANIUM.—Bourbon is very firm at 14s. per lb. on spot or c.i.f. In one direction the price, however, continues at 12s. 6d. per lb. on the spot, and from 13s. to 15s. 3d. c.i.f. The Algerian is also firm, 12s. on the spot and 11s. 6d. to 11s. 9d. per lb. c.i.f.

GINGERGRASS has advanced slightly on the spot owing to the shortage. From 8s. 3d. to 8s. 6d. per lb. is quoted and 7s. 9d. c.i.f.

JUNIPER BERRY.—B.P. oil on the spot is offered at 7s. 3d. to 7s. 6d. and 7s. c.i.f. Some Hungarian (outer ring) is quoted at 10s. per lb. spot.

LAVERENDER is quoted at 15s. 6d. per lb. for a good French oil of 38 to 40 per cent. esters.

LEMON.—Sicilian is fairly steady at 8s. 9d. to 9s. per lb. on the spot and 8s. 6d. c.i.f. for shipment. The scarcity on the spot is not quite so marked this week.

LEMONGRASS.—Cochin is quoted at 3s. 5d. on the spot and 3s. 5d. to 3s. 6d. per lb. c.i.f.

ORANGE.—The Sicilian sweet is firm at 11s. 3d. per lb. on the spot, and 11s. per lb. c.i.f. The West Indian, bitter, is unchanged at 9s. to 9s. 3d. on the spot.

PALMAROSA.—The East Indian has advanced slightly during the week to 11s. 3d. per lb. for spot, although 10s. 10 $\frac{1}{2}$ d. c.i.f. is still ruling for shipment.

PEPPERMINT.—Japanese demerholised is quite inactive at 6s. 3d. per lb. for Kobayashi-Suzuki on the spot, and for February-March shipment 6s. c.i.f. is quoted. American natural tin oil is also quiet at about 14s. 3d. per lb. on the spot, and from 13s. 6d. to 13s. 9d. c.i.f. for prompt shipment.

ROSEMARY.—The fine quality Spanish is steady at 2s. 3d. per lb. on the spot.

ROSEWOOD.—Cayenne is quoted at 7s. 6d. per lb. on the spot, and Brazilian at 6s. 9d. to 7s. per lb.

SASSAFRAS.—Genuine American is quoted at 3s. 6d. per lb. on the spot.

SPERMINT is a little dearer over the week, and spot supplies very scarce. For shipment 18s. 3d. to 18s. 9d. is quoted, and on the spot 19s. 3d. is about the price.

SPIKE.—Spanish is obtainable on the spot at from 3s. 3d. to 3s. 6d. per lb., according to quality.

THYME.—Spanish red oil of 30 to 40 per cent. phenols is quoted at 3s. 6d. per lb.

VETIVERT.—Bourbon is quoted at 20s. per lb. on the spot, and 18s. per lb. c.i.f.

WORMSEED (CHENOPODIUM) is steady at 14s. per lb. c.i.f., and about 14s. 6d. on the spot.

YLANG-YLANG is quoted at 2s. 6d. up to 6s. per oz., according to quality. Fine Bourbon is 50s. per lb.

The following arrivals have taken place from the countries indicated, during the period February 22 to 28 (inclusive):—Anise (Ch.), 5 cs.; bergamot (It.), 30 cs.; cajuput (Holl.), 80 cs.; caraway (It.), 10 cs.; cassia (Ch.), 35 cs.; cedarwood (U.S.), 2 cs.; citronella (Jv.), 1 dm.; clove (Fr.), 1 cs.; eucalyptus (Aust.) 6 dm., (Ger.) 2 cs.; lavender (Sp.), 9 dm.; lemon (It.), 277 cs.; lily (Fr.), 1 cs.; lime (B.W.I.) 14 cs., (Ger.) 1 dm.; mandarin (It.), 2 cs.; orange (It.) 66 cs., (B.W.I.) 25 cs., (Sp.) 10 cs.; palmarosa (U.S.) 4 cs.; peppermint (Jp.) 60 cs., (Ch.) 20 cs., (U.S.) 2 dm.; petitgrain (Fr.), 4 cs.; spearmint (U.S.), 2 cs.; undescribed (Fr.), 56 cs.

#### Pharmaceutical Chemicals, etc.

BEYOND firm markets for citric and tartaric acids, and the promise of further advances, there is little change to comment upon this week. Business generally has been limited in size, and in some lines competition is severe. Methylated ethers have been reduced following the decline in s.v.m.

ACETANILIDE is moving occasionally, with dealers' prices for B.P. crystals and powder steady at 1s. 5 $\frac{1}{2}$ d. to 1s. 6d. per lb.

AMIDOPYRIN is about unchanged at 8s. 1d. to 8s. 2d. per lb., with the market quiet.

ASPIRIN is distinctly firm, with a good inquiry at from 2s. 5d. to 2s. 7d. per lb., as to grade and quantity, for home and foreign makes.

BARBITONE is rather unsteady and dull, dealers quoting from 5s. 8d. to 5s. 10d. per lb.

BENZOIC ACID (B.P.) continues steady, with a fair business: quantities at 2s. 0 $\frac{1}{2}$ d. to 2s. 1d. per lb., ex works; small parcels, 2s. 2d. to 2s. 3d. ex store.

BENZONAPHTHOL continues to be quoted at 3s. per lb., in five-kilo parcels; market steady but quiet.

BROMIDES.—Dealers' prices continue steady, while the list prices of British makers show some advance: dealers, ammonium, 1s. 11 $\frac{1}{2}$ d.; potassium, B.P. crystals, 1s. 8d.; granular, 1s. 7 $\frac{1}{2}$ d.; sodium, B.P., 1s. 10 $\frac{1}{2}$ d. to 1s. 11d. per lb., for quantities in cases. British makers' list prices: ammonium, from 2s 1d. potassium, B.P., from 1s. 9 $\frac{1}{2}$ d. to 1s. 11 $\frac{1}{2}$ d. per lb.

CALCIUM LACTATE is steady at from 1s. 11 $\frac{1}{2}$ d. to 1s. 2d. per lb., for quantities; small parcels, 1s. 2 $\frac{1}{2}$ d.

CHLORAL HYDRATE has been in fair demand at 3s. 3d. to 3s. 4d. per lb. for duty-paid crystals.

CITRIC ACID (B.P. crystals).—There has been a fair amount of business, and sales have been made up to 1s. 11d. per lb., less 5 per cent. for moderate spot parcels of foreign. Continental offerings, which are all subject to confirmation, are firm at 1s. 9 $\frac{1}{2}$ d. c.i.f. for large quantities. Higher prices from this source are anticipated.

CREOSOTE (B.P.) meets with a small business, prices being steady from 1s. 8d. to 1s. 9d. per lb.

CREOSOTE CARBONATE continues to be quoted from 5s. 10d. to 6s. per lb., with only a limited business.

ETHERS (METHYLATED).—Following on the reduction of methylated spirit, the prices of methylated ethers have been revised by the makers as follows:—

	In W. qts.	Not less than 12 W. qts.	In drums or carboys
	per lb. s. d.	per lb. s. d.	per lb. s. d.
s.g. 0.750	1 1	1 0 $\frac{1}{2}$	1 0
0.735	1 1 $\frac{1}{2}$	1 1	1 0 $\frac{1}{2}$
0.730	1 1 $\frac{1}{2}$	1 1	1 0 $\frac{1}{2}$
0.725	1 3 $\frac{1}{2}$	1 3	1 2 $\frac{1}{2}$
0.725 (triply rect.)	1 8	1 7 $\frac{1}{2}$	1 7
0.720	1 4 $\frac{1}{2}$	1 4	1 3 $\frac{1}{2}$
0.717	1 10 $\frac{1}{2}$	1 10	1 9 $\frac{1}{2}$
Ether purif. 0.720 ex meth. spirit (ether P.B. 1914)	2 3	2 2 $\frac{1}{2}$	2 2

GUAIACOL CARBONATE is steady at from 4s. 8d. to 4s. 10d. per lb.

HEXAMINE.—A fair volume of business continues, but mostly at keen prices: quoted from 2s. 2d. to 2s. 3d. per lb. for powder; free running crystals 1d. more.

HYDROQUINONE is receiving fair attention, with prices very steady at 3s. 8d. to 4s. 9d. per lb., according to quantity.

LACTIC ACID (B.P.).—Prices continue at about 2s. 8 $\frac{1}{2}$ d. per lb., for quantities in carboys. The exemption order applied for nearly two years ago is still held up by the Board of Trade.

METHYL SALICYLATE (B.P.) is unsteady, and some low prices are reported for big quantities: ordinary parcels are offered at about 1s. 4 $\frac{1}{2}$ d. to 1s. 5 $\frac{1}{2}$ d. per lb.; small lots, 1s. 6d.

METHYL SULPHONAL is unsteady, with offers varying from 9s. up to 9s. 6d. per lb., business poor.

PARAFORMALDEHYDE (100 per cent. powder) continues steady on a fairly bright market at 1s. 8d. to 1s. 9d. per lb., in kegs.

PARALDEHYDE is quiet: quantities in carboys, 1s. 1d. to 1s. 2d. per lb.; small lots, in bottles, 1s. 3d.

PHENACETIN is offered on spot from 2s. 5d. to 2s. 6d. per lb., and slightly less for important business; sales have been fairly good.

PHENAZONE is maintained at 3s. 11d. to 4s. 1d. per lb. as to quantity; market fairly active.

PHENOLPHTHALEIN is offered at from 5s. 11d. to 6s. 1 $\frac{1}{2}$ d. per lb., according to quantities; there is a certain amount of inquiry.

POTASSIUM PERMANGANATE (B.P.) is quoted by dealers from 5d. per lb., for quantities in drums; small parcels, 5 $\frac{1}{2}$ d.

RESORCIN is well maintained at 3s. per lb., and a fair volume of business is moving.

SALICYLIC ACID (B.P.) continues to be cut, and there is not a great deal of business passing. Prices are from 1s. 2 $\frac{1}{2}$ d. to 1s. 3d. per lb., according to quantity.

SODIUM BENZOATE (B.P.).—Inquiry continues in good volume, with prices maintained at 1s. 7 $\frac{1}{2}$ d. to 1s. 7 $\frac{1}{2}$ d. per lb. for spot: a shade less to come forward.

SODIUM DIETHYLBARBITURATE is very quiet at 7s. 10d. per lb.

SODIUM SALICYLATE (B.P.) is fairly steady, but business is still under the average: crystals, from 1s. 8d.; powder, from 1s. 7d. per lb., for quantities, in cases.

SULPHONAL is unsteady, with some cheap offers in the region of 6s. 6d. per lb.; general quotation is close up to 6s. 9d. per lb.

TANNIC ACID.—B.P. leviss is firm, with the lowest price observed about 2s. 10d. per lb. for quantities in kegs; other offers approach 3s. for small lots.

TARTARIC ACID (B.P. crystals).—Rather more business has been done, with prices for foreign reaching 1s. 4 $\frac{1}{2}$ d. per lb., less 5 per cent., on spot; opinions regard higher prices in the near future as probable.

TERPIN HYDRATE has been moving in quantity of late; prices are steady at about 1s. 5d. to 1s. 6d. per lb.

THYMOL shows little life: quotations remain at low levels of about 10s. 3d. per lb. for synthetic fine white, and slightly more for ex ajowan seed.

VANILLIN is meeting with good business: quotations still at 15s. 3d. to 15s. 6d. per lb. for 100 per cent. from cloves.

#### Industrial Chemicals, etc.

London, February 29.

A STEADY flow of limited-sized business continues in this section, and quoted prices show little variation from week to week. Cream of tartar is firm and dearer.

ACETIC ACID is unchanged, with an average business: 80 per cent, technical, £36 15s.; 80 per cent, pure, £37 per ton, in barrels; glacial, pharmaceutical, 99 to 100 per cent., £66, in glass demijohns; glacial, in barrels, £56 per ton, ex store.

ACETONE is strong, with business moving well: B.G.S., in drums, £63 to £66 per ton, in drums, ex store.

ALUM is unchanged, with a steady business: lump, in casks, £8 5s. to £8 10s. per ton, ex store; slightly cheaper forward in quantities.

AMMONIA (ANHYDROUS) is bright, but competition is tending to spoil prices: spot is quoted from 9d. to 11d. per lb., in loaned cylinders, carriage paid; slightly cheaper for large contracts.

AMMONIUM CHLORIDE.—Grey galvanising is steady and in fair request: dealers quote spot at £22 per ton, in casks, ex store; slightly cheaper for contracts.

ARSENIC has shown renewed weakness, due to a poor and dragging demand, and sellers of white Cornish, 99 per cent., quote £17 to £17 5s. per ton f.o.r. mines, while Mexican high-grade has been offering at the latter figure c.i.f. Liverpool.

COPPER SULPHATE.—Export business has been quieter, but there has been a fair amount of business put through recently and f.o.b. terms for casks, less 5 per cent., range from £26 10s. to £26 15s. Terms for home use delivered vary upwards of £27 per ton.

CREAM OF TARTAR.—A further slight advance is recorded here, with the market very firm: offers are now up to very close to 100s. per cwt., less 2½ per cent. for quantities of B.P. foreign powder.

FORMALDEHYDE is quiet and unchanged: 40 per cent. by volume offered at about £37 per ton, in casks, ex store; cheaper for quantities.

FORMIC ACID is firm and fairly active: 85 per cent. fully £46 to £46 7s. 6d. per ton, in carboys, ex store or wharf.

GLAUBER'S SALT.—Commercial quality shows no change, with a moderate business: spot, £3 12s. 6d. per ton, in single bags, ex store; slightly cheaper forward in quantities.

ISOPROPYL ALCOHOL is receiving fair inquiry, with prices very competitive: quantities at about 10s. 9d. to 11s. 3d. per gallon, in drums; small lots, 11s. 6d.

LEAD PRODUCTS.—Lead acetate is steady, with brown at £40 10s.; white, £42 10s. per ton, in casks, ex store; red lead, imported, £52 per ton, c.i.f. London; white lead, dry, £33 10s.; ground in oil, £36, c.i.f. London. Convention prices continue steady; small inquiry only on the market.

LITHOPONE is steady and a fair business is being done at dealers' prices of about £20 per ton for 30 per cent. Continental red seal, in casks, ex store, and slightly cheaper for contracts.

OXALIC ACID is firm: dealers quote quantities at £29 17s. 6d. to £30 per ton, ex wharf; small parcels, 3½d. per lb., ex store.

POTASH CAUSTIC.—Convention prices are unchanged; business quiet: spot, less than one ton, £36 15s.; one to five tons, £33 5s.; five to fifteen tons, £32 15s. per ton, in drums, ex store; c.i.f. prices 30s. per ton less in all cases.

POTASSIUM CHLORATE is very quiet and a shade easier, with quantities to come forward offered at 2½d. per lb.; small spot parcels, about 3½d. per lb.

POTASSIUM PERMANGANATE.—Commercial quality is quiet but steady at 4½d. to 5d. per lb. for quantities, in two-cwt. drums, ex store.

POTASSIUM PRUSSIATE continues to meet with a fair demand at 6½d. per lb. for quantities in casks, ex store; small parcels, 7d. per lb.

SODIUM ACETATE continues very firm on a short market: spot, fully £21 per ton, in casks, ex store.

SODIUM CHLORATE is slightly easier, with the market quieter: large quantities to come forward from 2½d. to 2½d. per lb., ex wharf; small spot parcels, 3½d. per lb.

SODIUM HYPOSULPHITE is attracting fair inquiry: dealers' prices are unchanged, with photographic pea crystals at £15 per ton, in one-cwt. kegs; commercial quality, £9 10s. per ton, in casks, ex store; British makers' price for pea crystals to home consumers on contract £15 per ton, carriage paid to buyer's station.

SODIUM NITRATE is easier: 95 per cent., £11 5s.; 96 per cent. refined, £11 12s. 6d. per ton, f.o.r. docks, London.

SULPHUR has been somewhat irregular, while crude is now quoted about £5 12s. 6d. to £5 17s. 6d.; refined is about as follows: Sicilian flowers, £13 7s. 6d.; refined ground, £12, and roll £10 15s., all c.i.f. to arrive.

COAL-TAR PRODUCTS, ETC.—Business remains poor, but prices are being maintained in most cases. Pitch is still quiet, but prices are unchanged. ANILINE OIL is steady at 8d. per lb., packages extra, carriage paid, for quantities. ANILINE SALT is unchanged at 8d. per lb., packages extra, carriage paid,

for quantities. BETANAPHTHOL is moving well at about 10d. per lb., carriage paid, in quantities. CARBOLIC ACID (CRYSTALS).—Home trade in small lots is about 7½d. per lb. for 39° to 40° C. ice crystals; crude 60's, about 2s. 3d. per gallon, naked at works; export business remains slow. CREOSOTE OIL is steady, but still quiet: ex works, 7½d.; f.o.b., 8½d. per gallon, in bulk quantities. CRESYLIC ACID remains firm and prices are unchanged. NAPHTHALENE remains quiet, with imported flakes and balls quoted at about £17 per ton, in cases, ex wharf. Pure METHYL ALCOHOL is moving in better quantities, with spot at £45 per ton, in drums, ex store; slightly cheaper for quantities to come forward. PYRIDINE is dull and nominal at about 6s. 3d. per gallon, f.o.b. TOLUOL is steady and in fair demand: commercial 90's, 1s. 6d.; pure, about 1s. 9d. to 1s. 10d. per gallon, at works. XYLOL remains quiet: pure, about 1s. 10d.; commercial, about 1s. 7d. per gallon at works. PITCH remains quiet, but quoted prices are maintained at about 57s. 6d. per ton, f.o.b. East Coast.

#### Fixed Oils, etc.

QUIET markets continue in this section; but prices are maintained, with the tone steady in most products. Linseed oil is about level on the week. Turpentine is a shade easier, but steady. ACID OILS.—Prices are maintained on a dull market: coconut and/or palm kernel, 37s.; groundnut, 32s.; soya, 28s. spot. CASTOR shows some recovery, but the market is dull: pharmaceutical, 51s.; first pressings, 46s.; second pressings, 43s. per cwt. spot, in barrels in not less than one-ton lots. Indian, 41s., c.i.f. COCONUT remains quiet and unchanged: deodorised, 48s 6d. spot; Ceylon, 42s. 6d. c.i.f.; Cochin, 52s. c.i.f. COTTON is steady, but still quiet: deodorised, 44s. 6d.; common edible, 43s. 6d.; soapmaking, 38s. 6d.; crude, 37s. 6d. spot. GROUNDNUT is dull and easier: deodorised, spot, 48s., in barrels; crude Oriental, 44s. c.i.f. PALM KERNEL remains quiet: deodorised, 46s.; crude, 40s., spot. PALM.—Further reductions in prices for all grades are recorded, with the market still quiet: Lagos, 34s. 3d.; softs, 33s.; mediums, 33s.; hards, 33s. 6d.; bleached, 36s. spot. RAPE remains quiet and unchanged: refined, 46s. 6d.; crude, 44s. 6d. spot. SOYA.—Prices are about unchanged and market dull: deodorised, 41s.; crude, 38s. spot. LINSEED (raw, naked) has been fairly steady, but quiet; prices are about level on the week. On spot, 28s. 3d.; February, 27s. 4½d.; March-April, 27s. 6d.; May-August, 28s. 7½d.; September-December, 29s. 6d. Boiled oil, spot, 32s. Hull, on spot, 27s. 10d.; February, 27s. 10½d.; March-April, 28s. 1½d.; May-August, 28s. 4½d.; September-December, 29s. TURPENTINE has undergone no important change, while American cable advices were steady. Trade buying here was very restricted, but with no pressure to sell a fairly steady tone was maintained. London spot closed on Wednesday at 40s. 9d. per cwt.; March-April, 41s.; May-June, 41s. 3d.; July-December, 41s. 9d. Deliveries for last week were only moderate, being 1,856 barrels, making an aggregate of 15,116 barrels since January 1, which compares with 19,454 barrels for the same period last year. Stocks were returned at 53,377 barrels, as against 57,225 barrels at the same date last year. There was nothing landing or afloat. A year ago the London visible supply amounted to 57,225 barrels. RESIN.—Fresh trading has been limited lately, and the market was affected by very large arrivals, a good portion of which, however, appears to have been taken care of, and there is thus a healthier feeling. C.i.f. quotations for prompt shipment from America were as follows:—B to E 18s. 9d. to 19s. 9d., F/G 20s. 3d., H to N 20s. 6d. to 21s. 9d., W.G. 22s. 6d., and W.W. 23s. 9d. Terms ex-wharf are about 3d. per cwt. more for the lower grades, ranging up to 9d. for the fine grades. WOOD.—Hankow in barrels on spot is offered at 78s.; market dull and easier. OLIVE.—B.P. for shipment is quoted at 6s. 5d. per gallon, c.i.f.

LUBRICATING, MINERAL, AND BURNING OILS, ETC.—Conditions show little change, with business quiet, and prices are as given in last week's *C. & D.* (p. 261).

#### St. Vincent Arrowroot

In the course of the Colonial Office report on the trade of St. Vincent for 1926 it is stated that there was no fixing of prices in the London market by the St. Vincent Arrowroot Growers' and Exporters' Association during that year, but large quantities remained unsold. 3,291,553 lb., of the value of £45,807, were exported, compared with 3,190,412 lb., valued at £125,078, in 1925. The British market is overstocked, and additional markets are required. It is satisfactory to note that the export of arrowroot to the United States of America increased from 649,977 lb. in 1925 to 914,379 lb. in 1926. Hollafield also was an importer and, in view of the great importance of finding new and wider markets, this new development was welcome.



Letters for this section should be written on one side of the paper only. Correspondents may adopt an assumed name for purposes of publication, but must in all cases furnish their real name and address to the Editor.

#### Dispensing and Analysis

SIR.—The paper on "The Correlation of Analytical Data and Accuracy in Dispensing," by Messrs. Self and Corfield (*C. & D.*, February 18, p. 202), is one which is of vital interest to panel chemists. A point of primary importance is that in the series of tests on weighing and measuring the greatest errors occurred in measuring liquids; this was to be expected, as a dispensing scale is supposed to turn to  $\frac{1}{10}$  gr.; but measures are only graduated to certain scales, and any quantity between the marked graduations can only be approximated to. The authors chose for their first tests 48 minims; this is a quantity which frequently occurs in dispensing and can only be measured, even when using a drachm measure, by judging somewhere between 40 and 50 minims; but there are other quantities, such as 72 and 192 minims, in which it is necessary to use a larger-sized measure with a proportionately larger surface at the meniscus. To observe the meniscus with a due regard for accuracy, it would be necessary to place the measure on a truly level counter and put a white paper behind it for observation; such refinements are impossible in a busy dispensing practice. Then, again, we have to take it for granted that a stamped measure as bought is accurate from the analyst's point of view; have we any guarantee of this? Stamped weights are probably more accurate than measures. I notice that, in all the experiments in measuring, the error was on the *plus* side; why should this be so? Then the authors refer to errors supposed to arise from the use of tap water, and give the equivalent alkalinites of London tap water which can be allowed for; it is satisfactory to know that this point has been recognised, but the samples sent to an analyst do not all come from places with the same water supply, so that it would be necessary for him to know the particular water used for dispensing the mixture. With regard to stock solutions, it is recommended that these should be as dilute as possible, but there is no indication of what is considered a suitable dilution; from the dispenser's side a dilute solution might defeat its own object and usefulness. Such things as mag. sulph., ferri ammon. cit., sodii sal., are kept one-in-two strength; and in the mag. sulph., a solution weaker than this would not be usable in many mixtures; it is frequently ordered by 5*l.* doses in 5*ss.* of mixture, so that the required quantity of solution takes up half the space available. It is slow to dissolve in the cold, so that it is necessary for convenience to keep it in solution. Another point was the variation of the strength of various drugs in stock due to such things as loss of water of crystallisation; here the examples given all showed an increase in strength; mention of any article showing a decrease might have been useful. In the samples of dilute acids tested, some were accurate while others were over or under strength; here again I fail to see how one can get analytical accuracy unless possessing the necessary apparatus which is to be found on few dispensing counters. It should be noted that the workers on these tests and the paper were pharmacists, so that they should have had first-hand experience of dispensing at the counter and be aware of its limitations; can the same be said of all the analysts who have to test our work?—Faithfully yours,

SOLUTIO (21/2).

#### Insurance Drug Fund

SIR.—Your editorial article entitled "Stemming the Tide" (*C. & D.*, February 11, p. 176) brings a little ray of hope to panel chemists in their present predicament, and also shows that the medical authorities are at last making an effort to secure the co-operation of the doctors in order to decrease the calls on the drug fund as much as possible. The recommendation with

regard to proprietary medicines is one which should have been made long ago, and if acted on should go a long way towards reducing costs. Whether it is due to the circular which has been issued or not, I have noticed quite recently that several doctors in my vicinity, who have in the past invariably ordered 12-oz. mixtures, have now gone back to the 8-oz. size, and one or two customers have mentioned that the doctor has told them how long the medicine should last. This is also to the good. It is to be hoped that the economies will be lasting, and that if the fund is made solvent in the near future the doctors will not get a feeling that careless prescribing does not matter.—Yours faithfully,

LEEWARD (14/2).

#### Disallowed Items

SIR.—From time to time lists of preparations which are not allowed have been issued by the London Pharmaceutical Committee. There is little doubt that these lists are mislaid, and the uncertain memories of the dispensers compel reference to the drug tariff, which does not always clear up the situation. It would appear, therefore, to be necessary for a complete list, in a more permanent form, of all non-allowable preparations to be issued to each chemist on the panel. Alphabetical spaces should be left for further additions, so that a satisfactory guide would be available for the dispensing staff at all times.

Yours, etc.,  
ARKAY (25/2).

#### Economy : Why and Wherefore

SIR.—I dreamed the other night that chemists were martyrs to economy, which explained their zeal to act as charitable institutions for the supply of medical requisites to the sick and needy under the panel service. But on opening the morning paper I rubbed my eyes with astonishment on catching the headline "Civil servants to get more"—all lower grades, salaries advanced on a two-years' retrospective basis *plus* bonus in addition! I had read and almost forgotten that, a few days before, the same newspaper gave a list of the poor inspectors, hundreds of them, with new jobs in the betting department, etc., and the mere details of salaries—anything from £450 to £1,350 per annum. But the picture on the other side! The setting would make a triumph for an artist of the classical school: medicine featured by fatherly Hippocrates on a pedestal, humble Galen garlanded on a footstool, a patient on the panel and one on the dole supporting the Minister of Wealth, who with serpent and rod is skilfully abstracting the last twopence (deposit on container) from the great dispenser!—Yours, etc.,

A. J. M. (29/2).

#### Subscriber's Symposium

For interchange of opinion among "C. & D." readers and brief notes on business and practical topics

##### Brandy Mint

Mrs. Grieve, Chalfont St. Peter, referring to a recent *C. & D.* legal report, points out that in many places "brandy mint" is the common local name for peppermint.

##### Steamy Windows

I am wondering if any of your readers could give the benefit of their experience in treating steamy windows. It seems as though the trouble must be corrected by some means of ventilation from the outside air. Heating apparatus and applications to windows are of little if any use.—W. E. A. Clark, 71 Queen's Road, Bristol.

##### Warning

A London subscriber (28/2) informs us that on a recent date a young man came into one of his shops, asked for Lassar's paste and other articles which he was told would take a few minutes to prepare, and said he preferred to wait. During the time of waiting he walked out, on the pretext of buying cigarettes: it was then found that he had "annexed" shaving brushes worth £2.

## Legal Queries

**X. Y. Z.** (24/82).—The custom of the trade is one month's notice, and in the absence of any other arrangement you may dismiss your assistant on the grounds you mention, giving him one week's notice, or one week's salary in lieu of notice. It is open to him to appeal to the Court invoking the custom of the trade, in which case it would be necessary for you to justify your statements.

**A. W. W.** (21/2) holds premises under a lease that will expire in September next. The landlord declines to grant a renewal; has "A. W. W." a claim for compensation under the new Landlord and Tenant Act? [In our view, "A. W. W." has no redress under that Act because, in the case of a lease that comes to an end automatically, notice of a claim to compensation must be given not less than a year before the lease expires and it is now too late for "A. W. W." to give the requisite notice.]

**A. C.** (20/82), who is sixty-two years of age, has been for many years a member of a National Health Insurance Society. During the last four years he has not been continuously employed; but he has himself paid arrears of contributions so as to keep in full benefit. He finds work more difficult to get as time goes on, and asks whether he can become a voluntary contributor and compel the Society to continue to accept him as a member. [If he ceases to be an employed contributor, "A. C." can continue to be insured as a voluntary contributor, and he can insist upon the Society retaining him as a member.]

**M. W. L.** (21/2).—During his convalescence after a severe illness a chauffeur drove a motor car, for some time, for the owner, with whom he was on friendly terms. The chauffeur was not employed by the owner of the car. The chauffeur's father has now written to the Employment Exchange asking whether the car owner should not have stamped the chauffeur's Unemployment Insurance card. What is our opinion? [If there was a contract of service, even in the technical sense only, the car owner should have stamped the card. If the car owner made any money payment to the chauffeur this would, probably, be regarded as conclusive evidence of a contract of service.]

**J. F.** (20/1) employs a charwoman every Wednesday and Saturday morning and pays her 3s. each morning. She is married, and is not dependent upon what she earns. She does no work elsewhere. Must she be insured under the National Health and Unemployment Insurance schemes? [As she is in regular employment she is liable to be insured under the Health and Pensions Insurance scheme; but not under the Unemployment Insurance scheme if her work is of the usual domestic kind done by a charwoman. She may be able to obtain a certificate of exemption upon the ground that she is not dependent upon her earnings; but even if she does, "J. F." will still have to pay his share of the contributions.]

**T. R. P.** (24/2) employs a married woman every day from 9 a.m. until noon and pays her 9s. a week. Must she be insured under the National Health and Pensions Insurance scheme? Under what conditions would she be exempt from liability to be insured? [The woman must be insured under the Health and Pensions scheme and, unless her work is purely of a domestic character, under the Unemployment Insurance scheme as well. She can apply for a certificate of exemption if she has an independent income of not less than £26 a year, or is mainly dependent for her livelihood upon some other person. However, even if exemption is granted to her, "T. R. P." will still have to pay his share of the contributions.]

**A. E. F.** (27/82) quotes a clause from a lease under which he holds premises for a term of fourteen years. This clause makes him liable for all repairs except those of a structural nature. Since taking the property over, a short time ago, he finds that the roof leaks, there are cracks in the main walls, and there is dry-rot in the window frames. Having regard to the wording of the clause quoted, "A. E. F." has called upon the land-

lord to put these defects right, which the landlord refuses to do. Is the landlord bound to carry out this work? [All that the clause quoted does is to relieve "A. E. F." from responsibility for structural repairs; it does not make the landlord liable to do them. Unless some other clause in the lease expressly requires the landlord to keep the structure of the building in repair, "A. E. F." cannot compel him to do the work in question.]

**D. B. H.** (23/82) has been exhibiting at his shop a daylight sign that was made for him by his son. He has received a letter from a London firm stating that the sign is an infringement of their patent and demanding payment of a fee. The sign in question differs as regards the material from which it is made from the one manufactured by the firm; but the principle of construction is the same in both. Would it make any difference if "D. B. H." had bought the sign from a local firm that is making the signs? [If the sign used by "D. B. H." in fact infringes the London firm's patent he is liable to be sued for an injunction and damages, and his wisest course is to pay the fee demanded if it is a reasonable one. No doubt the local firm is making the signs under licence from the patentees, upon a royalty basis, in which case it would be safe to buy one from that firm without risk of being called upon to make any further payment.]

**Deilawa** (22/82) asks if there is any tribunal of appeal from a decision of the Commissioners of Customs and Excise refusing a rebate of duty on spirits used for making medicinal preparations. He says that as he is only in a small way of business, he does not ordinarily use the "minimum quantity" in respect of which he can apply so as to allow of his application being made within three months. [The regulations as to this rebate are contained in Statutory Rule and Order No. 429 of 1924, and these provide that claims are to be made within three months of the date within which the spirits were used, or within such further time as the Commissioners shall in their discretion in any special circumstances allow. Of course, anyone aggrieved can have the matter raised by way of question in Parliament. But the grievance here is due to the notion that there is such a thing as a "minimum" quantity of spirits for which a claim can be made. There is no limit placed by the Order on the quantity; and if the local officials have informed "Deilawa" that there is, they should be asked for their authority for such a statement.]

**Watling** (21/82).—Net profit is the excess of gains over losses. The gains represent the gross income or sales, and the losses are those expenses exclusively expended for the purpose of the trade. The chief item in the latter category is that of goods bought for resale. At the end of the financial period, there is obviously some of these goods on hand, which are valued at their cost or market price which ever is the lower at the date of the period; this is called the stock on hand, and if the whole of the purchases have been charged, as they usually are, in the profit and loss account, the amount of such stock must be set off to give the net profit. It is not generally deducted from the purchases, but is shown on the credit side of the account with the sales. For net profit (and therefore income-tax purposes) stock can only represent goods held for resale, and cannot include therefore such assets as fixtures and fittings not acquired for this purpose, these, when bought, were items of expenditure of a capital nature. Depreciation is loss by wear and tear or obsolescence, and is a loss of capital, and as such is not allowed as a charge against income, as has already been stated in our Legal Column to "Taxpayer 8/2" in our issue of February 18, 1928. If a car is used for business purposes, the cost of maintenance is allowed, being an expense laid out to earn income, but the wear and tear allowance must not be confused with the running cost. This allowance is usually 20 per cent. of the annual diminishing value of the car, and is therefore a smaller amount each year. Because an accountant has brought the fixtures and fittings into account at probably a revaluation, it should not be assumed that they were included in the stock. Their place is in the balance-sheet, and if correctly valued, a true position of the capital account of the business is reflected in such balance-sheet.

## Miscellaneous Inquiries

When samples are sent particulars should be supplied to us as to their origin, what they are, what they are used for and how. We do not undertake to analyse and report upon proprietary articles nor to publish supposed formulas for them.

*D. A. J.* (4/1).—HAIR POMADE.—This preparation has been carefully analysed and tested for several medicaments usually used for dandruff, but all with negative result. The ointment appears to contain nothing but soft paraffin with a little lanolin, and a small proportion of an aromatic oil which recalls oil of bay.

*H. P. M.* (30/1).—The formula for which you ask is as follows, but there is no mention of the word "foot" :—

Corn Salve			
Salicylic acid	...	...	11 oz.
Resin	...	...	32 oz.
Oil of lavender	...	...	2 dr.
Palm oil	...	...	8 oz.
Hard paraffin	...	...	16 oz.
Soft paraffin	...	...	32 oz.

*L. S. P.* (1/2).—NAIL POLISH.—The chief agent in nail polishes is usually either kaolin, zinc oxide, talcum, tin salts, or a combination of these. Liquid nail polish can be made by adding to the powder some water and mucilage; a paste is made by the addition of mucilage and glycerin to the powder. A typical formula is :—

Stannic oxide	...	7 parts
Talcum	...	2 parts
Zinc oxide	...	1 part
Colour,		of each a sufficiency
Perfume		

*H. S.* (2/2).—(1) TOILET RECIPES.—The book you require is Poucher's "Perfumes, Cosmetics and Soaps," Vol. II (Chapman & Hall, 21s).—(2) COCONUT OIL SHAMPOO.—The following formulas for coconut oil shampoos are given in the *C. & D.* Price List Formulary :—

*Coconut Oil Soap*  
(Basis for shampoos, etc.)  
Caustic potash ... 20 gm.  
Caustic soda ... 20 gm.  
Distilled water ... 50 c.c.

Dissolve and mix intimately with coconut oil (liquefied) 200 gm.

Allow to stand in a warm place for twenty-four hours.

*W. H. K.* (6/2).—MAKING MIRRORS.—See *C. & D.*, January 7, p. 30.

*J. M. W.* (6/2).—The following are the formulas for which you ask :—

*Liquid Face Powder*  
Zinc oxide,  
Bismuth oxychloride,  
Starch of each 5 parts  
Glycerin ... 10 parts  
Orange flower water ... 75 parts

Strain through muslin.

*F. J. N.* (6/2).—WATERPROOFING CANVAS.—The method varies according to the uses to which the fabric is to be put, but the following is a process often employed :— Dissolve 3 oz. of alum and 4 oz. of lead acetate in a gallon of water and soak the cloth in the unfiltered liquid.

*G. C. M. G.* (9/2).—BOOK ON SWEET-MAKING.—An inexpensive book on this subject is H. Jerome's "Sweet Making for All" (Blackie, 1924), 3s.

*G. F. B.* (11/2).—SUGARLESS MARMALADE.—The basis of this is a jelly made with gelatin instead of sugar, the strength being about  $\frac{1}{2}$  oz. of gelatin to a pint of liquid, which in this case would be orange juice, pulp and grated peel. The sweetening is managed by the addition of saccharin, which, however, should be added cautiously, as an excess is objectionable to the taste.

*J. M.* (15/2).—CARRON OIL.—Olive oil is not a good substitute for linseed oil in making carron oil, and what you term gelatinous matter is the real advantage of the oil. The linseed oil should be fresh, old oil—or such as has been exposed to the air—never produces a satisfactory product. If there is a tendency to lumpiness, a little liq. calcis sach. may be added, which gives a better saponification.

*C. H. B.* (17/2).—AGAR AND PARAFFIN EMULSION.—The following is the formula used at St. Thomas's Hospital :—

Liquid paraffin	...	...	...	24 oz.
Agar agar	...	...	...	$\frac{3}{4}$ oz.
Gum acacia	...	...	...	$\frac{3}{5}$ oz.
Benzoic acid	...	...	...	$\frac{1}{2}$ drm.
Saccharin	...	...	...	6 gr.
Oil of lemon	...	...	...	$\frac{1}{4}$ drm.
Chloroform	...	...	...	$\frac{1}{2}$ drm.
Distilled water	...	...	to	3 pints.

*H. J. C.* (20/2).—LAWN SAND.—See *C. & D.*, October 8, pp. 452 and 470.

*G. B. O.* (20/2).—(1) EASTON'S SYRUP.—See *C. & D.*, I, 1927, p. 69. (2) SALAD DRESSING.—

I	II	
Condensed milk	...	1 tin
Eggs	...	...
Eggs	...	two
Vinegar	...	1 pint
Olive oil	...	$\frac{1}{2}$ pint
Tincture of capsicum	2 dr.	
Tincture of asafetida	2 dr.	
Eggs	...	three
Olive oil	...	4 oz.
Vinegar	...	7 oz.
Mustard flour	...	1 oz.
Salt	...	$\frac{1}{2}$ oz.
Powdered ginger	...	20 gr.
Tincture of capsicum	...	20 drops

*J. C.* (23/2).—LACQUER FOR BRASSWARE.—Your sample is apparently a solution of celluloid in amyl acetate.

*A. H. S.* (23/2).—DULL FINISH ON ALUMINIUM.—A satin or frosted finish on aluminium may be obtained in the following manner :—Dissolve 2 lb. of caustic soda in a gallon of water, heat to boiling point and immerse the articles. As soon as gas is given off freely take them out and rinse in cold water. Then immerse in a dip composed of equal parts of nitric acid and water. If not uniform or dead enough the operation can be repeated. Rinse after each dip, and when the articles come from the acid dip, rinse in cold, then in hot, water and dry. An alternative method would be to rub the metal at intervals with emery paper. A mottled effect can be obtained by a rotatory movement.

## Retrospect of Fifty Years Ago

Reprinted from  
"The Chemist and Druggist," March 15, 1878

## What is a Lozenge?

R. S. Charnock, in *Notes and Queries* for March 2, investigates the meaning and origin of the word "lozenge." In English it means (1) a figure with four equal sides, having two acute and two obtuse angles—a rhomb; (2) a small cake of sugar, etc., often medicated, originally in the form of a lozenge or rhomb, now usually round. In mediæval Latin *lozengina* *lozengia* is a quartering of a shield; in French, *losange* besides meaning a rhomb is also a term of heraldry, and in music is equivalent to a semi-breve. In old French it meant flattery, a rhomb, anything of the form of a rhomb, and "a little square cake of preserved herbs, flowers," etc. Gachet derives it from the old French *losange*, a modification of *louange*, flattery, saying that formerly the arms of families were displayed on rhombs; these were designed to increase the consideration of their rank, and might hence have been called *louanges*, which name might have passed to the rhombs themselves. Bescherelle says, *losange*, *lozange*, from the Low Latin *laurengia*, made of laurel or bay-laurel, because the leaves of the bay-laurel are rhomb-like; or, according to others, from the Greek *lokos*, oblique, because the angles of the rhomb are all oblique. In modern French the sweetmeat is *pastille*, and when not circular *tablette*. Mr. Charnock would derive "lozenge" from the Arabic *lauzinaj*, a confection of almonds, from *lauz*, an almond tree (modern Arabic *luza*, Hebrew *luz*, the almond tree); and he supports this derivation with a number of words in Turkish, Syriac, Persian, Hindustani and Arabian. The suggested derivations are at least numerous enough to choose from.



[Commenced C. & D., July 5, 1924]

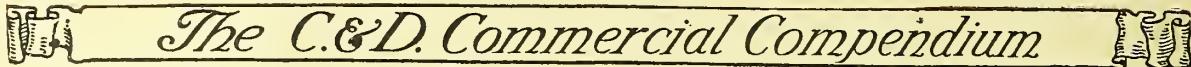
**Norway.**—The practice of pharmacy in Norway is regulated by a law passed in 1909, which introduced the system of purely personal concessions. Norway has a total of approximately 250 pharmacies, viz., one for 11,000 inhabitants. Of these 35, established prior to 1850, are freely transferable by sale or inheritance, whereas in the case of those opened since 1850 ownership in the business is vested in the holder of the concession during his lifetime only. The proprietor of every pharmacy has to pay an annual tax based on his turnover, the percentage of which is fixed by the Storting. These contributions are paid into a special pharmacy fund which is devoted to such purposes as Parliament may determine, including the cost of inspecting pharmacies, salaries of professors in the Pharmaceutical Institute, cost of holding examinations and post graduate courses, contributing to the pension and benevolent funds for pharmacists, and other purposes. In order to prevent overcrowding the number of entrants into the profession is fixed every year and averages 20 to 30. Candidates are required to hold the Higher School certificate, complete three years' apprenticeship, pass the first or assistant's examination, and after one year's work as an assistant, attend in the Pharmaceutical Institute attached to the University of Oslo a course of study covering one and a half to two years, at the end of which the candidate sits for the State examination in pharmacy, on passing which he obtains the diploma. Medicinal preparations, etc., which may be sold only by pharmacists may not be imported by members of the public, but have to be consigned to a pharmacy. Hair washes containing alcohol are required to be denatured by the addition of 0.3 gram of dry extract of colocynth to 1,000 c.c. An official drug tariff is in force. The Medical Board in the Social Department controls proprietary medicines, including advertisements, and is empowered to prohibit their importation or sale. The fourth edition of the Norwegian Pharmacopoeia appeared in 1913 and was elaborated by the Permanent Pharmacopeia Commission, consisting of three professors and three pharmacists in business.

**Notice Terminating a Tenancy.**—No particular form of notice is necessary to terminate a tenancy, whether it is a notice to quit given by the landlord or a notice by the tenant that he intends to give up possession of the premises. Although, technically, a verbal notice may be sufficient unless the contrary is stated in the tenancy agreement, the notice should, in practice, always be in writing. The wording of the notice must be clear and unambiguous and, in particular, must indicate definitely when the premises are to be given up. The notice must either state the exact day upon which it is to take effect or state that it is to do so "at the end of the present year of the tenancy" or as the case may be. The length of the notice required depends entirely upon the circumstances of the particular case. If the tenancy itself specifies what notice must be given this condition must be observed. In the absence of an express agreement upon the point, the length of notice is dependent upon the nature of the tenancy. If it is a weekly tenancy, a week's notice is sufficient; if a monthly tenancy, a month's notice; if a quarterly tenancy, a quarter's notice; and if a yearly tenancy, half-a-year's notice expiring on an anniversary of the commencement of the tenancy. Most tenancies under which the rent is paid quarterly are, nevertheless, yearly tenancies for the termination of which half-a-year's notice expiring at the end of one of the year's of the tenancy is essential. If the tenancy started on

one of the usual quarter days, the notice must be given not later than the quarter day next but one before that on which the tenancy year ends. For instance, if the tenancy started on Lady Day, the notice, to be effective, must be given on or before Michaelmas Day. If the tenancy did not start on a quarter day, the notice given must be a full 182 days in length, ending on an anniversary of the commencement of the tenancy. If the tenancy provides that it can be terminated by, say, six-months' notice, this means lunar months unless calendar months are specified, and the notice may be given at any time unless otherwise mentioned; although some authorities consider that, even in that case, the notice should be given at one of the recognised quarter days if the rent is paid on those days. In every case the notice must be given so as to expire on the last day of the year, quarter, month or week as the case may be. Unless the notice is served on the landlord or tenant personally, it should be directed to him by name. Service on the authorised agent of either landlord or tenant is sufficient. Service on the wife or the servant of the landlord or tenant is effective if the nature of the notice is stated at that time, unless the landlord or tenant can prove that the notice never in fact reached him until too late. If evidence is given that the notice was posted, it is presumed that the notice was delivered in the ordinary course of post. A notice, once given, can be withdrawn only with the consent of the other party.

**Nutgalls.**—See Galls.

**Nutmegs and Oil.**—Nutmegs are obtained from *Myristica fragrans*, the seed of which consists of the nutmeg enclosed in a testa, itself covered by an arillus described as mace. The plant is tropical and is a native of the Moluccas, being especially luxuriant in the Banda Isles. The seed was conveyed from these islands by the "nutmeg bird," which swallows and digests the mace but voids the nutmeg. The tree has been successfully cultivated elsewhere, notably in the West Indies, Penang, Grenada, Zanzibar and Singapore. The true nutmeg plant is bushy and attains a height of 30 to 60 feet. The trees are usually unisexual, but occasionally they bear both staminate and pistillate flowers. The beautiful fruit is a fleshy drupe with a smooth husk about half an inch thick and of a pale orange-yellow colour. A groove down one side splits open when the fruit is fully ripened. When the pericarp splits, it reveals a bright crimson arillus, which, when dried, is the mace of commerce. The trees are cultivated in plantations from fresh seed, generally near the sea and below the 1,500-foot level. A rainfall of 90 to 100 inches per annum, well spread over the seasons with dry spells of not more than five days, is ideal for heavy cropping, while drought affects the crop adversely and excessive rain without cessation renders the plants liable to attack by parasitic fungi. When the seedling trees are about 6 inches high, they are planted out at a distance of about 30 feet apart. Seven to eight years later, when the trees flower, the sex can be distinguished, and only one in ten or a dozen trees are left which are males, the rest of the males being uprooted. Production commences after eight years, but the tree is not in its prime till it is thirty years old, and, in general, continues so for a further twenty years. The fruit is ripe about six months after flowering, when it is usually hand-picked. In full season a labourer can gather 1,000 to 1,500 fruits a day, good trees averaging 1,500 to 2,000 nuts a year. The husk is usually stripped off on the spot, and the nuts are sent to the drying sheds. There the mace is carefully removed and dried either whole or in halves. After removal of the husk and mace, the nutmegs are dried in their shells, this process being undertaken with the aid of a slow charcoal fire, as too much heat results in shrivelled seeds. The drying takes from three to six weeks. In Malaya sun-drying is frequently practised. In Grenada the nutmegs are shelled by machinery. This consists of a high, narrow box in which revolves a wooden wheel whose rim forms a number of deep sockets. The force of striking the sockets cracks the shells. When shelled, the seed is very liable to be attacked by beetles, and it is a common practice to dip the nutmegs in milk-of-lime or to sprinkle



with powdered lime in order to protect them. Mace is usually packed in teak chests containing 280 lb. When fresh, mace is brilliant red in colour and has a turpentine flavour. Nutmegs are often imported limed, and so common is the practice that Penang nutmegs—the most esteemed on the London market—which are imported unlimed are frequently limed in London for re-export. Mace from Bombay nutmegs is sometimes used to adulterate ordinary mace. It has no pungency and little flavour. Nutmegs yield from 6 to 15 per cent. of essential oil, having the following characters:—Specific gravity, 0.865 to 0.925; optical rotation, +9° to +30°; refractive index, 1.478 to 1.4895; solubility, 1 in 1 to 3 vols. of 90 per cent. alcohol. About 60 per cent. should distil below 180°, and the oil usually carries over a little of the fixed oil of nutmeg on distillation, but this should be present in traces only. The oil distilled from the mace very closely resembles that from nutmegs, and often the two are indistinguishable. Oil of mace rarely has a specific gravity below 0.890, and sometimes it reaches 0.932. The following details are common to both oils. The terpenes,  $\alpha$ -pinene, camphene,  $\beta$ -pinene and dipentene have all been isolated from the oil, as well as a small quantity of cymene. A small quantity of terpineol-4 is present, and also a trace of safrol. The body termed myristicin which is present has been identified as a mixture of alcohols, including terpineol, linalol, geraniol and borneol. An aldehyde, with a citral odour, yielding a  $\beta$ -naphthocinchoninic acid melting at 248°, has been identified. Eugenol, isoeugenol and formic, acetic, butyric and caprylic acid in the form of esters are all present in small quantities, as well as a non-volatile monocarboxylic acid  $C_{12}H_{11}COOH$ . According to Power and Salway, the quantities present of the various bodies are:—Eugenol and isoeugenol, 0.2 per cent.; pinene and camphene, 80 per cent.; dipentene, 8 per cent.; alcohol, about 6 per cent.; safrol, 0.6 per cent.; myristicin, about 4 per cent. The other bodies are present in traces only.

**Nut Oil.**—See *Arachis* oil, also ground nut oil.

**Nux Vomica.**—These seeds are derived from *Strychnos Nux Vomica*, Linn. (N.O. *Loganiaceæ*), a small tree occurring in Ceylon, India, Siam and Northern Australia. About two-thirds of the commercial supply of the seed is furnished by the Madras Presidency. The important districts in which the drug is gathered and prepared are Travancore and the Cochin Hills, on the Malabar Coast, and the Ganjam, Godaverry and Nellore districts on the Coromandel Coast. The right to gather the fruits (which are yellowish-brown berries containing two to five of the button-like seeds immersed in soft pulp) is, so far as possible, sold by a system of licences which are put up to auction annually by the forest officers of the different districts. The actual work of gathering is done by forest tribes, as a secondary occupation, but when prices are low and the gathering and preparing of the fruits is not worth while, much of it is allowed to fall and rot on the forest ground. The pulp is washed off the seeds, which are dried on mats in the sun. The seeds are sold to the licencees and middlemen, and finally exported by the large dealers in Madras, Cocanada, Cochin and Bombay. The exporters of Cochin wash and grade the seeds according to size, picking out the floating or light-weight ones and the broken pieces. The seeds are then packed in bags of 164 lb. or 182 lb. and sold as "General average of the crop, Europe cleaning." The refuse seeds sometimes fetch half the price of the selected ones, but when the seeds are cheap there is no market for the refuse. The Cochin seeds are considered the best, those from Calcutta and Madras being usually marketed in an uncleansed and unsorted condition. The crop usually arrives on the market in December, and the supply continues throughout the cold weather up to March and April. Illustrations of the fruit and of the varying size of the seeds are given in the "Ph. Journ." (3), XV, p. 35, drawn from authentic specimens presented by

the late Dr. Ondaatje, of Ceylon. An examination of these specimens confirmed the observations made by Dunstan and Short in a previous examination of the seeds from Bombay, Cochin and Madras, that the largest seeds with the most silky appearance, due to the abundance of the hairs that cover them, yield the largest alkaloidal contents; the acuteness of the edge of the seed also seems to characterise seeds with a large alkaloidal percentage. The Ceylon seeds were found to yield from 4.47 to 5.34 per cent. of total alkaloid. Next in value are the seeds from Cochin, and, lastly, those from Madras. The last are the smallest in commerce on the average, and are much less silky in appearance than the other varieties. There are thus some characters by which to choose the seeds intended for the extraction of the alkaloid. In making the tincture, it should be remembered that the strength of the tincture will depend upon the proportion of large seeds present. It is interesting to note that the strychnine is chiefly contained in the inner portion of the seed, and brucine chiefly in the outer layers. The horny character of the seed is said to be softened by steeping them for a time in a solution of salt. The names applied to the varieties of the seed in commerce must not be taken as a guide to alkaloidal strength. Thus Bombay seeds are obtainable in two grades—"Bombay fine," with acute-edges and silky surface, and "Bombay ordinary." Probably those of Cochin and Cocanada are also graded, whilst those of Ceylon are not regularly obtained in commerce. In large and small seeds of the same variety Dunstan and Short found that whilst the largest seeds contained the most alkaloid, the difference in percentage of total alkaloids is apparently due to the larger amount of brucine, the percentage of strychnine averaging one-third of the alkaloidal content, whether obtained from large or small seeds. The Brussels Conference agreed that the seeds should have a standard of 2.5 per cent. total alkaloids. It is a curious fact that the origin of the name *Nux Vomica* is not traceable. The seed was never used as an emetic, as the word "vomica" would imply, and it is supposed that the earlier writers must have possibly confused it with some other seed that possesses emetic properties, possibly *Strychnos potatorum*, Linn., since Ainslie says that this species is reckoned in its mature state as an emetic by the Tamil doctors in Southern India, and it is given in powder, in doses of about half a teaspoonful, for that purpose. The name of "brucine" was given to that alkaloid in 1819, because it was supposed to be derived from the bark of *Brucea anti-dysenterica*, Mill (N.O. *Simarubaceæ*), but which turned out to be that of *nux vomica*. A new alkaloid named "struxine" has been found in the *nux-vomica* seeds shipped from Cochin China, but it is supposed to be a product of decomposition during the process of extraction of strychnine and brucine ("Journ. Amer. Pharm. Assoc.", 1914, p. 1677). The powdered *nux-vomica* seed is not often adulterated, but it has been met with containing an equal quantity of ground olive stones and vegetable ivory raspings. The seeds of *Strychnos nux-blanda*, Hill, were met with in London commerce some years ago (1912). They closely resemble *nux-vomica* seeds, but are of a much paler colour and have no bitterness. They came from Burma, where they are called "khabaung." This new species is now known to extend westwards to Manipur and eastwards to Siam, with a variety in Cochin China and Cambodia, so that there is a possibility at any time of these occurring in *nux vomica*. An account is given of *Strychnos nux-blanda*, Hill, exported from districts within these limits (C. & D., November 10, 1917, index folio 963.)

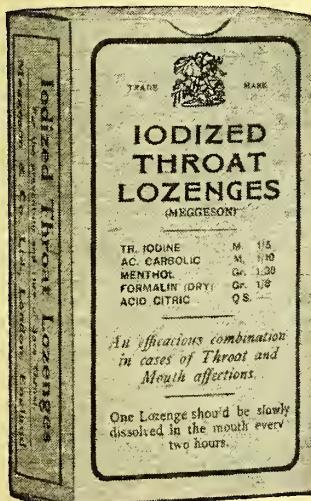
**Nux Vomica Poisoning.**—Antidotes, *vide* Strychnine.

**Nux Vomica, Sale.**—*Nux vomica* is specifically mentioned in the Poisons Schedule, Part I. It is one of the best examples how an article should be scheduled: *nux vomica* and all its preparations or admixtures containing 0.2 or more per cent. of strychnine. The regulations applying to Part I of the Schedule (q.v.) must be observed in sales.

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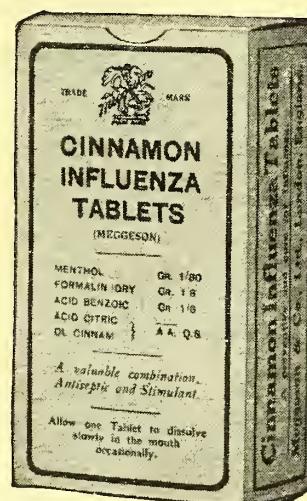
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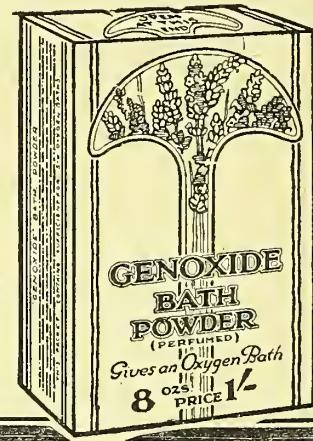
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“ SPERMATHANATON.”

Entirely free of Quinine and Cocoa butter  
**ANTISEPTIC PROPHYLACTIC TABLETS**

*Manufactured by (New English Registered Packings of 12 Tablets) Sole Agents for U.K. & British Colonies,  
The Temmler Chemical Works, Berlin. COATES & COOPER, 41 Gt. Tower St., London, E.C.3*

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PHENACETIN - (5 gr.)  
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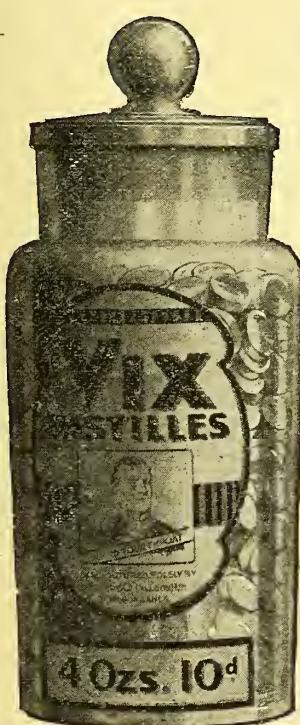
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**PRESCRIPTION (HUMANISED) GLAXO.** For very young and delicate babies, in the first few months of life, where a milk accurately modified to breast milk is desired.

**STANDARD GLAXO** For the latter months of infant feeding or where a somewhat higher protein content is necessary.

	Retail Price	Trade Price per Doz.	Cartons contain
Prescription Glaxo	1/6 4/6	14/5 net 43/2 net	1 or 2 doz. 1 or 2 doz.
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2½ per cent. extra discount on orders for cartons to value of £5 net; 5 per cent. extra on £10 orders. Carriage paid on orders to minimum value of 50/- net. Mixed parcels of Glaxo, Glax-ovo and/or Glaxo Malted Food in original cartons, may be ordered to secure best terms.

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A valuable addition to Glaxo in the later stages of artificial feeding. Of the same high standard as Glaxo itself, and can be recommended with equal confidence.

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1/3	12/-	2 dozen
2/4	22/5	1 dozen

Quantity Discounts and Carriage paid Terms as for Glaxo.

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"Every Drop Sheer Nourishment"

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**GLAX-OVO** has been found particularly beneficial by those suffering from nervous disorders and from loss of sleep. It supplies direct food for the nerves and promotes restful sleep.

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1/6	14/5 net	2 or 3 dozen
3/3	31/2 net	1 or 2 dozen
6/-	57/7 net	½ or 1 dozen

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BRAND

Concentrated Cod-liver Oil

## TABLETS

These are small chocolate-coated tablets containing a combination of the unsaponifiable (vitamin) fraction of cod-liver oil with soluble calcium glycerophosphate. Suitable for all ages and particularly recommended as a concentrated and pleasantly-flavoured substitute for cod-liver oil. In tins, 1/3 and 3/- each. Trade prices, 11/9 and 27/- net per dozen tins.

# Ostelin

Reg. Trade Mark.

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**"OSTELIN" VITAMIN CONCENTRATE.** The unsaponifiable (vitamin) fraction of cod-liver oil, suspended with glycerin. The most suitable form for dispensing in mixtures. Four drops equal one fluid drachm of the richest cod-liver oil.

In glass phials (8 c.c.), 2/6 each. Trade price, 22/6 net per dozen. Bulk supplies for dispensing (2, 4, 8, or 16 oz.), 5/- net per fluid ounce. Special form for Veterinary purposes, in 1 oz. bottles, 4/6 each. Trade price, 40/6 per dozen bottles.

**"OSTELIN" TABLETS.** Sugar-coated tablets containing the unsaponifiable (vitamin) fraction of cod-liver oil with soluble calcium glycerophosphate. A convenient form for adults. Each tablet equals one fluid drachm of cod-liver oil and two grains of calcium glycerophosphate.

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In glass jars, 2/6 (½ lb.), and 4/- (1 lb.) each. Trade prices, 24/- net and 38/5 net per dozen jars in attractive cartons.

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	Retail Price	Trade Price Net
Glaxo Complete Feeder (8 oz., 4 oz., 2 oz.)	1/6 in carton	13/6 per doz.
Glaxo Spare Feeder (8 oz., only)	1/- in carton	9/- per doz.
Glaxo Teats (7 varieties)	4½d. each	3/4½ per doz.
Glaxo Valves	3½d. each	2/7½ per doz.
Aluminium Food Measure	6d. each	4/6 per doz.
Feeder Mop	4d. each	3/- per doz.
*Maternity Belt (2 sizes)	7/6 each	6/- each

\*Not sent on approval.

**GLAXO TEATS**—In addition to the usual teat pierced with a single square hole, there is a fine-hole teat with a very small opening; a "premature" teat for use with the smaller feeders, and a "blind" teat which can be pierced with a needle as desired. Other varieties are pierced with one, three, or five leech-bite slits.

## Glaxo Toilet Requisites

**GLAXO BABY SOAP.** Manufactured from the finest edible fats and delicately perfumed. Guaranteed pure and neutral. 6d. per tablet, 1/6 box of three tablets. Trade price, 13/6 net per dozen boxes. Irish Free State prices, one-third more.

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*Back-ache & Kidney* →  
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See the name "FRUITIE"  
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**GUARANTEED FREE FROM  
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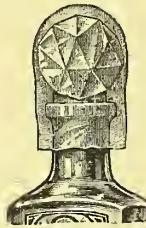
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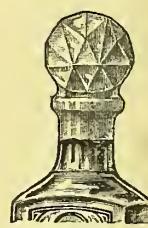


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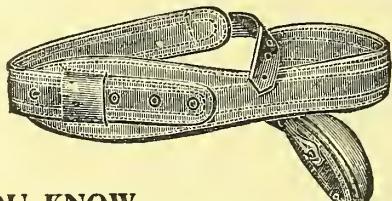
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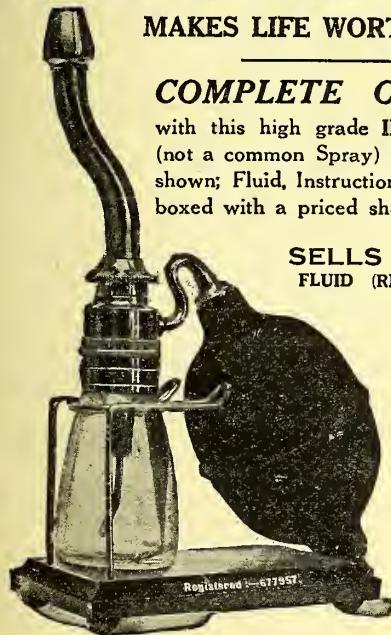
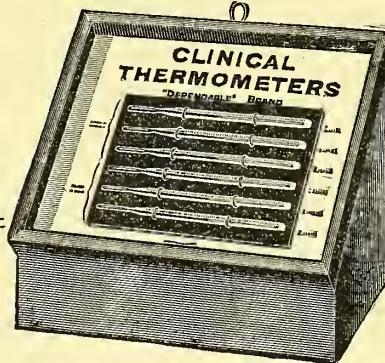
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1442 (2 lines)

**Best sellers**  
The public is asking for **ZEAL**

**CLINICAL THERMOMETERS**  
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# BERTONS

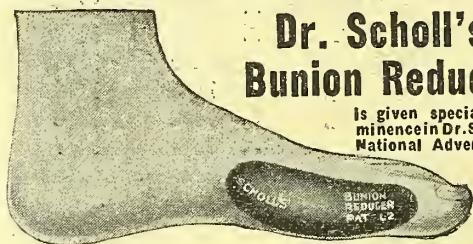
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AND **SUNDRIES**



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Is given special prominence in Dr. Scholl's National Advertising.

Sales of this popular line continue to soar. A window display will attract the demand to you. Thousands are daily obtaining relief from and correction of their bunion troubles by its use. Made of pure Para rubber. Men's and women's sizes. Rights and Lefts. Retail price 2s. 6d. each.

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**CLINICAL  
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and the TEST by the National  
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During the War it became an offence to sell a clinical thermometer that had not been tested and marked by the National Physical Laboratory. Eventually this obligation lapsed, opening the market to unreliable thermometers. The National Physical Laboratory's test is now more stringent than before. Consequently the non-tested thermometer is less reliable.

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INFANTS' TRUSSES and UMBILICAL BELTS**

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The Ink is right and terms are right.  
The sale increases every year, proving  
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MARKING INK**

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Showing Retailers 30% on turnover on the  
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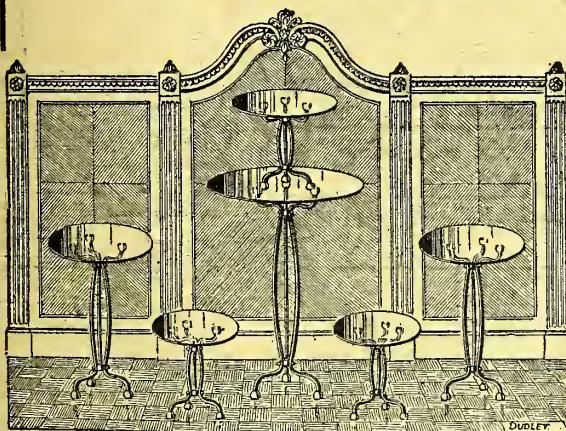
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**23 YEARS ON THE P.A.T.A.**

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THE "REGENT" DISPLAY SET.

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Bronze Tripods—one 9" high, two 12" high, two 18"  
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This complete and  
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List No. C.D. 970 of Fittings sent free on request.

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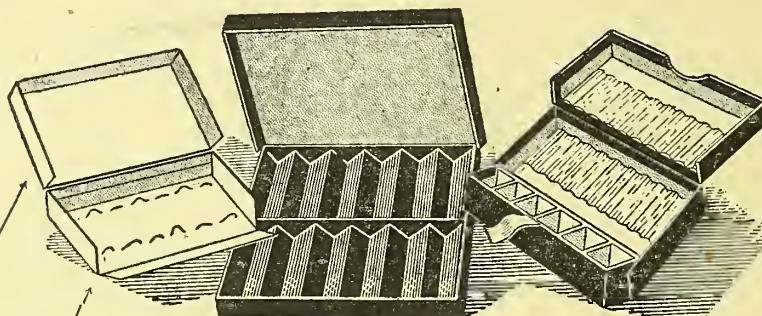
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The main factor  
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which is dear, not cheap,  
is labour. We have mini-  
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most up-to-date labour-saving  
machinery, hence we are able to  
combine as low prices as any  
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highest quality and finish and the other attributes of  
our service which have rendered our name famous  
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The Box on the right is a novelty box made to hold six ampoules.

The good workmanship and the good quality of material used combine to make these boxes very attractive and useful.

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1	The elastic used is the best obtainable and will retain its elasticity for a considerable time.	1
2	This Box has been specially designed for easy extraction of contents, the Container portion being hinged to the Box portion.	2
3	Good strong hinges. Only best calico hinging cloth used.	3
4	Contents carefully protected by corrugated lining in Box and Lid.	4

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## Robinson & Sons, Ltd.

Manufacturers of Round, Oval, Square and Folding Cardboard Boxes,

**Chesterfield  
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# THE CHEMIST AND DRUGGIST

## SUPPLEMENT

42 CANNON ST.  
LONDON E.C.4

MARCH 3, 1928.

*This Supplement is inserted in every copy of The Chemist & Druggist.*

## THE SUPPLY OF SUPPLEMENTS

The clerical work in connection with the posting of spare copies of the Coloured Supplement week by week has increased to such an extent that we have been compelled to reorganise our system of distribution. Our readers will please note, therefore, that in future, instructions can be accepted for not more than six successive issues of the Supplement at a time, and that in every case the name and full postal address should be written on

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*Loose stamps will not be accepted.*

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*Telephone No.: CITY 2283.*

May be consulted at their Offices on matters of Sale, Purchase and Valuation.

1.—VICTORIA STATION (Near).—Old-established high-class Retail and Dispensing Business; returns about £3,000 per annum, with average net profit of £650; large, well-lighted shop; estimated value of stock and fixtures about £1,400; convenient house, with private entrance; held on lease at reasonable rental; price £2,200.

2.—LONDON, S.E. (Main Road).—Very old-established Business; general Retail and N.H.I. Dispensing; returns average £22 weekly, with scope for increase; large double-fronted shop, very well stocked; rent £75 per annum; sublet £1 weekly to Dentist, leaving ample living accommodation; extremely well decorated; valuation terms entertained.

3.—LONDON, S.E. (Good-class Suburb).—Recently-established Retail and Dispensing Business; returns, present rate, £17 weekly, under management; scope for considerable increase under personal supervision; double-fronted shop, handsomely fitted and well stocked; rent £110; held on long lease; vendor is anxious to sell; and will accept any reasonable offer.

4.—LONDON, S.W. (Thickly-populated Working-class District).—Cash Retail Business, N.H.I. Dispensing recently added; returns last year £1,090, with scope for large increase; good working stock; rent £60 per annum; sublet £70; lease 16 years to run; price £800; £500 down and balance by instalments.

5.—CHELSEA.—Family Retail and Dispensing Business, with large N.H.I.; returns last year, £1,585, at good prices; rent, £80; held on lease; good house, with garden and side entrance; price £1,250, or near offer, or as an alternative vendor will accept valuation of stock and fixtures and an agreed sum for goodwill.

6.—TOOTING.—General Retail Business, with Kodak Agency; returns £1,100 per annum, plus N.H.I. Dispensing, about £80 yearly; net profit £300; single-fronted shop; small house, with bathroom and garden; rent £43 per annum; price £800, or near offer.

7.—HAMPSHIRE (Coast).—General Retail and Dispensing Business, in excellent position in main shopping thoroughfare; returns last year £1,400, under unqualified management; scope for large increase; double-fronted shop, handsomely fitted; net

rent £60 per annum, which includes seven-roomed flat; price £1,300, which is little more than the value of stock and fixtures.

8.—LANCASHIRE.—Three Family Retail and Dispensing businesses, with Photographic and N.H.I. Dispensing; returns £1,780, £1,720 and £1,120 respectively; the latter concern offers scope for increase; good prices are obtained; living accommodation; combined stock and fixtures estimated at approximately £2,500; price to include the freeholds, £6,750; vendor will sell the concerns separately if so desired; further details on application.

9.—DEVON (COAST).—General Retail and Photographic Business for disposal, either alone or with Branch; combined turnover £2,250, of which sum about £1,550 is from the main establishment; value of stock and fixtures about £1,200; rents, £80 and £25 respectively; larger concern held on lease; no serious opposition; price, £1,500, or near offer.

10.—MIDLAND SPA.—Family Retail and Dispensing Business with Wine and Spirit Licence; very old-established; returns £2,800; net profit £600; attractive double-fronted shop, well fitted and fully stocked; large house; rent £100; sublet £60; price £1,250.

11.—DERBYSHIRE.—General Retail Business with Kodak Agency; established 50 years; returns between £50 and £55 weekly; double-fronted shop; excellent house, with garage and garden; rent £50; held on lease; price £1,850.

12.—DORSET.—Cash Drug Store, in prominent position of main road; present turnover exceeds £50 weekly, considerably more in season; well-fitted corner shop, fully stocked; vendor also has Tobacconist Business next door, with Post Office; the premises may be purchased, or a lease will be granted; combined price for the two businesses, £1,550.

13.—KENT COAST.—Cash Drug Store; returns under management of unqualified lady, £10 per week; scope for large increase; large house with side entrance and out-buildings; rent £75; long lease; price £250.

14.—SOUTH COAST.—Old-established middle-class Business, Retail and Dispensing; returns average £1,900 per annum; net profit, £415; scope for large increase; double-fronted corner shop, very well fitted; house sublet; freehold must be purchased; further details on application.

Messrs. O. & Co. desire to emphasize the necessity of a periodical Statement of Account by which means alone Profit, the value of Business, &c., can be determined. Involving as this does the labour of Stocktaking and Valuation, it is often omitted and eventually becomes confusion and loss.

Messrs. O. & Co. are prepared to undertake these essential duties and make Special Terms for such service.

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## The Association of Manfg. Chemists, Ltd.

### Business Agency, Transfer & Valuation Department

**Head Offices:** Kimberley House, Holborn Viaduct, London, E.C.1 (and at 2 Bixteth Street, Liverpool).

**PARKIN S. BOOTH, Accountant & Valuer.** Phone: City 1261-2-3

#### BUSINESSES FOR DISPOSAL

1.—**ESSEX.**—Retail Dispensing Business; on lease 21 years at £100, rising to £150 p.a.; returns, £37 per week; large double-fronted shop; private entrance to flat above shop. (136)

2.—**SHEFFIELD.**—Small Business for immediate disposal. Premises consist of two shops communicating; good windows; living room, scullery, two bedrooms and attic, held on monthly tenancy at £45 p.a.; returns approximately £15 p.w.; room for increase; price £350. (145)

3.—**BRIGHTON.**—Retail Dispensing Business; premises consist of single-fronted shop; 15 ft. frontage, with dispensary and large basement; held on lease 17 years at £52 p.a., inclusive; returns average £20 p.w.; can be increased. Full particulars on application. (147)

4.—**LONDON, S.W.**—Two small Businesses for immediate disposal; one in good position on main 'bus and tram route; premises held on lease, 16½ years to run; rental £2 7s. 9d. p.w. Takings approximately £765; can be increased under personal supervision. Further Business situate in thickly populated working-class district, with good possibilities for owner manager; premises held on lease, 16 years to run at rental of £60 p.a.; dwelling accommodation sub-let £65 p.a.; turnover approximately £1,090. Full particulars on application. (148)

5.—**BERKS.**—Old-established Chemist's Business for Disposal; double-fronted shop, recently redecorated, with good living accommodation; held on lease with nine years to run, at rental of £71 6s. 8d. per annum; stock about £450; returns £26 per week; books can be inspected. Offers invited. Full particulars on application. (123)

6.—**LANCS.**—Old-established Chemist's Business, with Post Office attached; held on quarterly tenancy; lease might be obtained, or property purchased for £1,200; returns, £15 per week, all cash; rent, £78 p.a.; living accommodation; price asked, £750. Fullest particulars on application. (142)

7.—**NORTH-WEST DISTRICT.**—Family Retail Dispensing Business; double-fronted corner shop, with room at rear; flat with side entrance, consisting of three rooms; two garages; held on lease 12 years at £140 p.a.; flat let off at £103 p.a.; returns average £20 p.w.; can be increased. Full particulars on application. (146)

8.—**BLACKBURN.**—Drng Stores in main thoroughfare, on lease, 7 years to run, at £60 per year; returns, £18; large lock-up shop, with excellent window; stock about £250. Offers invited. (140)

9.—**PEMBROKE.**—Old-established Business, with good living accommodation; on lease, 40 years to run, at £45 per annum; returns, £40 per week; stock about £800. Further particulars on application. (159)

10.—**CAMBRIDGESHIRE.**—Old-established high-class Dispensing and Retail Business; held on advantageous lease; well fitted and large stock carried; returns approximately £3,000, at good profit; excellent living accommodation; every investigation invited. Full particulars on application.

11.—**LONDON, N.W.**—Dispensing and Photographic Chemist's Business for disposal; double-fronted shop; good living accommodation; gas and electric; good lease can be obtained; rent £250; returns £55 per week; stock approximately £500. Fullest particulars on application. (125)

12.—**MANCHESTER.**—Well-established Pharmaceutical and Optical Business; large shop, with good living accommodation; rental, £117 p.a., with option to purchase property; returns about £20 p.w.; stock approx. £300; price for fixtures and fittings, £350; lease and goodwill, £100. Fullest particulars on application. (130)

13.—**LONDON, S.W.**—For immediate disposal, Retail and Dispensing Chemist's Business, held on lease, 33 years to run at ground rent £4; conveniently fitted and stocked; turnover approximately £1,050 per annum; room for scope and increase under personal supervision. Full particulars on application.

14.—**CAMBRIDGE (Near).**—Old-established Pharmacy, on lease 20 years at £50 p.a.; returns average £13 per week; double-fronted shop, with good dwelling accommodation. Further particulars on application. (131)

15.—**CITY.**—Old-established Business, on lease, 18 years to run, at £60 p.a.; rates £21; returns average £1,450; good N.H.I.; (let off £65 p.a., vacant possession can be given if necessary); side entrance. Fullest particulars on application. (132)

16.—**LINCOLNSHIRE.**—General Retail Dispensing Business in market town, with excellent living accommodation; established over 60 years; nearest opposition 5 miles away; takings over last 3 years average £1,640; net profit, 25 per cent; stock about £350; rates very low; wine and spirit trade; Kodak Agency. Further particulars on application. (141)

Stocktaking and Valuation of Businesses undertaken at moderate inclusive fee. Chemists are invited to consult us in respect of their requirements in connection with sale or purchase of businesses. Chemists in the North are requested to communicate with our Liverpool Offices.

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(One minute from St. Pancras and King's Cross Stations.)

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2.—**YORKS (W. Riding).**—High-class Chemist's Business, in pleasant residential town; returns about £1,100; plenty of scope; good profits; fine position; practically unopposed; price £900, or close offer.

3.—**MIDLANDS (Health Resort).**—Light Retail and Dispensing, with Kodak Agency; returns, £1,500 under manager; good profits; large well-fitted pharmacy; fully stocked; owner retiring; price £1,500.

4.—**HERTS.**—Good-class Light Family Retail, in growing residential district; returns £1,800; net profit £620; attractive modern pharmacy and house; well stocked; price £1,500.

5.—**WYE VALLEY DISTRICT.**—Good-class Family Retail, with Kodak Agency, in charming locality; market town; returns £2,200; good profits; excellent stock; price £1,250.

6.—**NORTHANTS.**—Light Cash Retail and Photographic Business; main road position; returns average over £1,300; net profit £350; books audited; good stock; price, £700.

7.—**WESTCLIFF-ON-SEA (Near).**—Sound Light Retail, Dispensing and Photographic; returns about £1,850; good unopposed position; growing district; modern house and pharmacy; price £1,250.

8.—**PUTNEY (Near).**—Good middle-class Cash Business, in fine main road position; returns over £2,300, under manager; plenty of scope; well-fitted shop; fully stocked; price £1,450.

9.—**LONDON (Within 20 Miles).**—Good-class Business; recently opened; present returns, £19 a week; scope for double; growing town; modern pharmacy; fine window and good stock; price £700.

10.—**TOTTENHAM COURT ROAD (Near).**—Profitable Cash Retail, under manager; returns last year £1,210; now neglected; well fitted and stocked; price for quick sale £400, under valuation.

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6s. for 50 words or less; 6d. for every additional 10 words or less, prepaid.

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**B**ERKSHIRE.—Old-established Photographic Chemist in large town, with a turnover approaching £1,400, net 30 per cent.; books kept; sound and genuine; good house over; price £950; or, as owner is desirous of getting into a London suburb, for family reasons, he would consider an exchange of businesses with a cash difference. 26/36, Office of this Paper.

**B**RADFORD (busy thoroughfare).—Sound Chemist's Business; turnover exceeds £2,000 per annum; well fitted, on up-to-date lines; price for fixtures and goodwill £500; stock at valuation, approximately £800. For further particulars apply Charles E. Naylor, Chemists' Valuer, 170 Vesper Road, Kirkstall, Leeds. Telephone: Horsforth 324.

**C**ITY.—Old-established, good-class Business; returns approximately £1,500; good scope for increase; proprietor unable to give full attention owing to demands of other business; moderate rental; 14 years' lease; particulars on application. 26/23, Office of this Paper.

**K**ENT.—Exceptionally healthy situation, unopposed, very old-established; general Country Retail; steady, reliable family trade; prescribing N.H.I. and Dispensing; returns average £1,450; favourably situated main road; large, double-fronted shop; good house; freehold to be sold with business; owner going abroad sole reason for disposal. 27/39, Office of this Paper.

**L**EEDS (residential suburb).—High-class Family Dispensing Business; goodwill, stock, fixtures; splendid house, with garden; first offer of £2,300 accepted, or shop may be rented; owner leaving Leeds; a genuine bargain. Also Bradford and Halifax district; high-class Pharmacy, in suburbs; low rent; great scope for increase; price, £850, on easy terms. Also Pharmacy, on busy main road, doing £1,660; N.H.I., £306; price, about £850; property, £1,000; part payment or partnership considered. Nice Pharmacy, two windows, recently opened, doing £13 and 100 scripts weekly; rent 10s. clear; price, £350. Similar one, in Leeds, £250. Marsden, Valuer, 44, Sholbrooke View, Leeds.

**L**EICESTER.—Modern Pharmacy; unopposed; proprietor unqualified; turnover last year £1,500; qualified could do £1,800 immediately; Kodak Agency; growing district; stock and fixtures £500; price £650 for quick sale; worth £750; must sell; other interests; part could remain; any reasonable terms accepted; premises, brick lock-up, £400 freehold, or would lease at £40 per annum; no triflers, please. Elcock, Thurmaston, Leicester.

**L**ONDON, N.—Genuine Cash Business; working-class area; returns 1927 £1,227 at good profits; N.H.I. average 350 per month; stock £150; good reason for disposal; lock-up shop; rent £35; excellent Photographic trade; price £350; any reasonable offer accepted. "M.P.S." 28 Saverne Road, Hampstead, N.W.3.

**L**ONDON, E.1.—Working-class Business; turnover £1,000 per annum; N.H.I. scripts 400 per month; can be greatly increased; rent £39 per annum; part let off, £31; books kept; good lease; Kodak Agency; Wholesale D. & P. plant recently added; price £750. 25/380, Office of this Paper.

**L**ONDON, E.—Chemist Business, situated in thickly populated district, for immediate disposal; average returns, 3 years, £580; 10 years' lease to run (part at present let off); can be doubled in a few weeks by a smart man; price, about £200, for lease, stock, fixtures, goodwill, etc. 27/23, Office of this Paper.

**M**ANCHESTER (thickly populated area).—Chemist's Business for sale, at valuation; about £180; lease granted; splendid chance for young qualified man. Write 17, Clenning Road, Birkdale, Southport.

**M**IDDLESEX.—Good-class Business in important main road position; beautifully fitted double-fronted shop; takings over £50 weekly; capable of large increase; Kodak Agency; good living accommodation; long lease; price £1,800; bankers' references required; good opportunity for company branch. 19/24, Office of this Paper.

**N**EWCASTLE-ON-TYNE (near).—Genuine good-class Retail and N.H.I. Business, in busy main street; expensively fitted and well stocked; average returns, £1,500 per annum; long lease, at very moderate rent; price, for fixtures and goodwill, £650; stock at valuation, approximately £700. For further particulars apply Charles E. Naylor, Chemists' Valuer, 170 Vesper Road, Kirkstall, Leeds. Telephone: Horsforth 324.

**N**ORTH-EAST COAST TOWN.—Sound business in good-class district; stock about £300; nothing dead; recently Drug Store under widow late qualified proprietor; average turnover six years £1,325; easily worked; expenses small; comfortable living accommodation; premises and fixtures £600; business for part cash payment and satisfactorily secured annuity or share to proprietress, leaving town. Apply 23/34, Office of this Paper.

**P**ARKSTONE.—Family and Dispensing Business, established five years, steady increase each year, with freehold premises; no opposition; vacant possession if required; price £3,000 all; banker's reference given and required. Apply by letter only first instance to 29 Penn Hill Avenue, Parkstone, Dorset.

**S**COTLAND (Perthshire).—Chemist's Business; established 1911; no competition; turnover approximately £1,000, with well-fitted and stocked shop and comfortable house attached; good summer trade; scope for increased trade in Fancy Optics and Photographic trades; low price for immediate sale. Apply J. & A. Hastic, S.S.C., 43 York Place, Edinburgh.

**S**OUTH COAST.—Easily worked Business for Sale; turnover £1,150; profit approximately £6 weekly; growing district; owner larger business in view; price of business, £850. Property (good modern house, with small garden), price £1,150; mortgage could be arranged. 26/11, Office of this Paper.

**S**OUTH COAST.—Business in working-class district; lock-up shop; rent £1 a week; long lease; Panel Doctor close by; has been under management; would suit energetic young man; price, fixtures, fittings and stock at valuation (about £350); stock could be considerably reduced if required. Apply 27/35, Office of this Paper.

**S**OUTH-EAST COAST RESORT.—Chemist's Business for Sale (good-class); lock-up; busy main shopping thoroughfare, near front; takings £1,000 p.a.; rent, £52 p.a. inclusive; lease 17 years to run; a real bargain and only wants seeing; books kept; price about £725; no triflers, please. 27/32, Office of this Paper.

**S**OUTH-WEST.—Chemist's; good Prescribing, Agricultural, Kodak, Rexall; main street; three years' average returns £1,550; N.H.I. 2,000; well-fitted shop; good stock; electric; profit average £600; bargain; quick cash £1,250; also property; large house, garden, garage; good repair; all conveniences; freehold; excellent opportunity Dentistry, Optics; £1,650. 23/39, Office of this Paper.

**H.** S. ARNOLD, Pharmacist, Cwmaon, Port Talbot, who is H. retiring, offers his old-established Mixed Business on very exceptional terms to an early purchaser.

**A**N up-to-date Pharmacy in Liverpool for immediate disposal; a large shop, well fitted; splendid business; net profit, £750 per year; long lease; good house part; price, valuation; part can remain; inspection cordially invited; further particulars on application; genuine inquiries only. 26/10, Office of this Paper.

**F**IRST-CLASS Chemist's Business for Sale, in prominent position, of good residential town, south, producing a net profit of about £1,200 per annum; excellent stock; every investigation courted; genuine buyers with £5,000 can have further details on receipt of references. Apply "T. T." 121/254, Office of this Paper.

**F**OR disposal shortly, Wilts, genuine Chemist's and Photographic Business; house attached; held on lease; returns £2,000; price, £1,650; further particulars to bona fide inquirers. 26/12, Office of this Paper.

**£140.**—Chemist's Sundries, Toilet Articles, Toys, Stationery, Shop, 5 Rooms, Garden, E.17; rent and rates, 30s. per week; splendid opening for Chemist; no opposition; trade neglected. 25/37, Office of this Paper.

**£280.**—Modern Lock-up; main road, thickly-populated district of Oldham; well fitted; fully stocked up-to-date lines; no charge goodwill; run down under management; has taken £26; plenty of scope for progressive man; real bargain for quick sale. 27/36, Office of this Paper.

**£350** or near offer.—Old-established Family Retail and Dispensing Business, with N.H.I. and Photographic (Kodak Agency); in thickly-populated district of N. London; present returns £790, increasing; suit beginner or elderly Pharmacist; small living accommodation; side entrance; opening for Optics; scope for increase; moderate rental; lease; electric light. 27/10, Office of this Paper.

*We desire particularly to draw the attention of Colonial and Foreign Subscribers to the fact that in cases where they require partners, agents or assistants, or wish to sell their businesses, an Advertisement in this Supplement, placed in every copy of "The Chemist and Druggist," should be the readiest means of helping them to attain their object. The tariff for such announcements is given under the appropriate headings in the Supplement. Instructions and remittances can be sent to us direct or through the advertisers' correspondents in this country.*

## BUSINESSES WANTED.

**P**HARMACY required; suburbs or within 40 miles of London; price up to £1,000; must have living accommodation attached. State full particulars, which will be treated strictly confidential. P.C.B. 6/31, Office of this Paper.

**W**ANTED, in Midlands, Cash Retail Business, showing certified net profit £450 to £550; cash available. Particulars, in confidence, to 26/31, Office of this Paper.

**£250** cash, balance by arrangement—Small Business wanted, capable of increase; Lancs. preferred, or would consider Management, with view to succession. Full particulars, in confidence, to 24/3, Office of this Paper.

## AGENCIES.

**A**ND Indian firm is interested in Toilet Powders, Flowering Essences, Custard and Baking Powders, Worm Bon Bons and other Pharmaceutical Preparations. Apply, with terms and samples, to G. Chaganlal & Co., Chemists and Druggists, Princess Street, Bomhay, India.

**E**STABLISHED Wholesale Firm required to take up Sole Agency (Great Britain and Colonies) for a new, non-toxic Anthelmintic for human and veterinary use; British Patent; an invaluable remedy against all intestinal worms; particularly useful in tropics; extensive sales certain. Apply R. Kessler & Co., Case Postale 2890, Chiasso, Switzerland.

**R**EPRESENTATIVE, at present working Belfast and Northern Ireland, would consider one other Agency for Proprietary line. Address 21/2, Office of this Paper.

**S**ELLING Agents for all districts in England and Wales; quick-selling popular line, frequent repeated; good commission; state district. Apply 22/7, Office of this Paper.

## SALE BY AUCTION.

**R**e Miller—Removed from Piccadilly for convenience of Sale.

## B. NORMAN &amp; SON

Will Sell by Auction at their Sale Rooms,  
5 LITTLE BRITAIN (close to G.P.O.), LONDON, E.C.1,  
WEDNESDAY NEXT, at 12.30 p.m.,  
CHEMISTS' and DRUGGISTS' FITTINGS and SHOWCASES, including Dispensing Counters and Screens, Druggists' Labelled Nests of Drawers, Wall Fittings and Recess Mirrors, Chemists' and Perfumers' Mirror-lined and other Wall Showcases, Counters with slope fronts and mirrored doors at back, all plate-glass Counters and Silent Salesmen, and Centre Showcases, Plate-glass Shelves, Cash Desks and Tills, Office Furniture, Safes, Typewriters, Linoleum, Chairs, etc.

On View Day Prior. Catalogues of the Auctioneers, as above. Telephone: Central 6463 (2 lines).

## FINANCIAL.

**A** RETIRED Chemist is prepared to advance up to £2,000 on Freehold Business Premises within a radius of about 20 miles of London on mortgage of approved security for trusteeship for a term of years; no agents; in confidence. P.C.B. 7/17, Office of this Paper.

**P**ROGRESSIVE Proprietary Medicine needs additional capital for advertising; exceptional opportunity for allied firm or private party with capital. "K.," c/o Spiers Service, Ltd., 115 Fleet Street, E.C.4.

## PREMISES FOR SALE.

**B**IGGIN HILL, KENT (16 miles Town).—Splendid opportunity; Chemist open; rapidly developing district; no opposition; no premium; population 4,000; also three villages quite near; new attractive shop, with living accommodation; main road; central; company's water, gas, electric; railway soon; pleasant locality; excellent living assured; freehold, £850; brick built, slate roof. Brown, Haldon, Westerham, Kent.

**B**IRMINGHAM (Tyburn Road Tram Route).—For Sale or to Let; newly erected; Retail Shop and House; close Municipal Houses; Chemist hardly needed here. Collins, 1 Newhall Street, Birmingham.

## APPOINTMENTS.

## BOROUGH OF ACTON.

**A**PPICATIONS are invited for the appointment of a Male Clerk in the Public Health Department, with some practical Laboratory experience. Commencing salary £180 per annum. Ex-Servicemen will have preference. The appointment is subject to the provisions of the Local Government and Other Officers' Superannuation Act, 1922, and the successful candidate will be required to pass a medical examination.

Form of application will be supplied on receipt of a stamped, addressed envelope, or upon personal application, and must be returned in envelope endorsed "Clerkship," to the undersigned by 3 p.m. on 17th March, 1928.

Canvassing members or officers of the Council, either directly or indirectly, will disqualify.

J. MORGAN,  
Town Clerk.

Municipal Offices, Acton, W.3.  
27th February, 1928.

## PREMISES TO LET.

**H**ERNE BAY.—To Let, Premises for good-class Chemist; best position in rapidly increasing district (no opposition), West Cliff, Herne Bay; rent £45 per annum. Sole Agents, Douglas & Rowland, Ltd., Auctioneers, etc., Herne Bay.

## SITUATIONS OPEN.

## RETAIL.

## [HOME.]

**B**IRMINGHAM.—Wanted immediately a young, energetic and reliable Qualified Chemist (male) to act as Branch Manager. Apply by letter only, stating age, experience and salary expected, to W. H. Roden, Chemist, 59 Coventry Road, Birmingham.

**B**IRMINGHAM.—Young Qualified or nearly Qualified, for high-class Business; energetic and willing. State salary and enclose photo, to be returned. 121/248, Office of this Paper.

**C**AMBRIDGESHIRE.—Qualified Superintendent wanted for old-established Country Business, not over 45; absolute permanency to suitable man; good references essential. Apply, stating age, full particulars of experience, references, salary required, with photo, if possible, to 25/22, Office of this Paper.

**C**HELMSFORD DISTRICT.—Junior Assistant required; must have had experience above the average in Window-dressing; a knowledge of Photography an advantage. Apply by letter to Parkes Chemists, Ltd., 65 Harmood Street, London, N.W.1.

**C**LEVEDON.—Qualified Assistant required in a good-class Dispensing Business. Particulars as to age, height, experience, salary required, and photograph (if possible), to J. H. Shepherd, Pharmaceutical Chemist, Hill Road, Clevedon Somerset.

**E**AST LONDON.—Qualified, middle-aged man wanted; must be good Dispenser, sober, trustworthy, well recommended; married preferred. Apply, stating age, references, etc., to "Ingot," 6 Well Street, Jewin Street, E.C.1.

**L**ONDON, E.—Qualified Assistant required, with a view to management in a few months. State age, experience, and salary required. Shadforth Prescription Service, Ltd., 65 Grove Road, Bow, E.3.

**S**HEFFIELD.—For high-class business centre of city, qualified Assistant, outdoor, age 25-35, for front Counter and Window-dressing; experience in handling doctors' orders essential. Please state clearly in first letter age, height, where apprenticed, other experience, salary required, and enclose photo if possible. Address, Mr. Austen, c/o Newsholme's, Ltd., Chemists, 27 High Street, Sheffield.

**S**URREY.—Lady M.P.S. required as Dispenser-Assistant in good-class Family Business. Apply, with particulars of experience and salary required (outdoors), to 28/2, Office of this Paper.

**W**ORCESTERSHIRE.—Assistant; must be used to Dispensing, Photography, and a good-class Retail business. Reply, giving full particulars, qualifications, age, height, experience, salary required, 28/36, Office of this Paper.

**Y**ORKS. WEST RIDING.—Qualified Manager required for Light Retail and Dispensing (N.H.I.) business; industrial district; permanent position to the right man. 24/2, Office of this Paper.

**A** QUALIFIED Pharmacist required for a working-class business near Woolwich; light duties; easy hours. Apply "Alpha," 25/38, Office of this Paper.

**A**SSISTANT, junior; male or female; recently qualified; young, energetic; good Window-dresser; quick and accurate Dispenser, Counter and Photography. Send photo, with full particulars and salary required, in first letter, London, S.E. 26/34, Office of this Paper.

**A**T once, a qualified Junior; good-class Dispensing and Counter. Please state experience and salary required to C. Woollons, M.P.S., 33 Promenade, Hendon Central, N.W.4.

**B**OOTHS THE CHEMISTS have vacancies for experienced unqualified lady Assistants in London, West of England, and Midlands; must have been apprenticed in the retail. Apply Boots Pure Drug Co., Ltd., Station Street, Nottingham.

**F**IRM of Chemists, with Photographic Developing and Printing Rooms, require competent person to take charge of this well-equipped department; must understand every branch of trade work; preference given to one with Pharmaceutical training. Salary, references, etc., 23/35, Office of this Paper.

**G**IRLS or young ladies with knowledge of sizes of amateur spools for Invoicing; also Gaslight Printers. C. T. Hines, Chemist, 86, High Street, Whitechapel, E.1 (Aldgate Station, Metropolitan).

**J**UNIOR required for first-class Dispensing and Photographic business, small country town, Surrey. Write "H.", 40a Ladbrooke Grove, W.11.

**J**UNIOR Assistant, aged 17 to 19 years, as Improver in newly-established Pharmacy. Send full particulars, in writing, to Dewsbury Pioneers' Industrial Society, Ltd., 55 Union Street, Dewsbury, Yorks.

**M**ANAGER, qualified, for High Barnet district; must be accustomed to high-class business, capable Salesman and Window-dresser; age about 30. Apply, by letter, to Parkes Chemists, Limited, 65 Harrow Street, London, N.W.1.

**M**ESSRS. COOPER, SON & CO., 24 Sloane Street, S.W., require a Qualified Assistant (male) with good Dispensing and Counter experience. Apply by letter, stating experience and salary required, to "D. R."

**Q**UALIFIED man required for new branch; must be keen man, not afraid of work, and able to build business. State age, wages required, and when disengaged. Dilworth, Liverpool Road, St. Helens, Lancs.

**Q**UALIFIED Assistant required; experienced; Midlands; Light Retail and Dispensing, N.H.I., etc.; permanency. State full particulars of experience and salary required. Apply 22/1, Office of this Paper.

**Q**UALIFIED Manager, married, wanted for Eastbourne; good living accommodation on premises; permanent post for really good business builder with undeniable references. Give fullest particulars and state salary required to the Head Office of The Lion Drug Stores, Ltd., 75 West Street, Brighton. Also vacancy for two well-trained young Unqualified Juniors.

**Q**UALIFIED Assistant required, S.E., about 40 years, in small limited comp. ny; must be keen Salesman, up-to-date Window-dresser, with knowledge of Photography; energetic and tactful; abstainer, and not afraid of work; best references required. Please state age, experience and salary required. 27/26, Office of this Paper.

**S**ENIOR Assistant; unqualified; about 30; capable, energetic, with best Store experience. Age, experience and salary required to 27/16, Office of this Paper.

**S**ENIOR Assistant required; not over 30; experienced in good-class business, Salesmanship and Window-dressing ability essential. Apply to 121/255, Office of this Paper.

**U**NQUALIFIED Assistant wanted; age about 30; good worker, strong and active; Dispensing and Stock. Apply, with full particulars, and enclose recent photograph, Albert Hagon, Limited, Cardiff.

**W**ANTED, for good-class country business, young lady Assistant or Improver; must have had Counter experience; hours 48 per week. Apply, stating age, experience, height and salary required (outdoors), enclosing photo if possible (to be returned), to W. H. Scott, Chemist, Saffron Walden, Essex.

**W**ANTED, Manager for London; qualified; good business capacity; good prospects for the right man. Full particulars in first letter. P.C.B. 7/80, Office of this Paper.

**W**ANTED, London, E., unqualified Assistant. State age, salary expected, full particulars. P.C.B. 7/8, Office of his Paper.

**W**ANTED, Assistant; young; qualified; must have had good experience. State age, height, salary required, with references, etc. (vacant March 12). Apply McKee, Chemist, 114 Churchfield Road, Acton, W.3.

**W**ANTED, lady Assistant (Minor qualification) for Dispensing Department; must have had good Dispensing experience and some knowledge of Retail. Apply, stating age, experience, height, and salary required (enclosing photograph, to be returned), to W. Deacon, Pharmacist, Bridgwater.

**W**ANTED, Qualified Lady Assistant for good-class Business, to live in; comfortable home; no Sunday duty. Apply, stating age, experience, salary required (in the Midlands), 26/18, Office of this Paper.

**W**ANTED soon, Midland County, smart Qualified Male Chemist, to manage Branch; also capable Unqualified Male Junior. Full particulars in both instances, 26/15, Office of this Paper.

**W**ANTED, Unqualified Assistant for a good-class Business; must be smart Counterman. Apply, stating age, salary required, and usual particulars, Tirrell, The Square, Handley.

#### WHOLESALE.

The ADVERTISER may if preferred have replies addressed to this Office, and forwarded on payment of an additional charge of 1/-.

**S**OUTH AND SOUTH-EAST COAST.—Traveller, with good connection, required to carry as a side-line, on commission, high-grade Bathing Caps and Shoes, Waders and Sponge Bags. Apply, with full particulars, to 26/29, Office of this Paper.

**A**FIRM of Manufacturing Chemists in the North of England requires Business Manager to take charge of Selling and Commercial side; good opening for energetic man. Write, giving full details of experience, age and salary required (in confidence) to 26/38, Office of this Paper.

**C**HEMIST and Sales Manager wanted to develop business of a company manufacturing Cattle Medicines and Condiments. State experience, qualifications, and remuneration required. Address 22/4, Office of this Paper.

**E**STABLISHED Northern House require additional Representative, call on Chemists, Hairdressers and Fancy Stores with Toilet Goods; preference own car; must have sound connection and undeniable references, and able to drive car; only applicants considered who give full details (in strict confidence) of previous experience, territory worked, lines handled, remuneration required (salary, commission and expenses basis), and references. 25/28, Office of this Paper.

**I**NVOICE Clerk, about 25, required in London Wholesale Druggists; good previous experience of home trade essential. Full particulars and salary expected to 121/249, Office of this Paper.

**Q**UALIFIED M.P.S. required by well-known Manufacturing House; must be well up in Pill- and Tablet-making, Face Creams, etc. Apply, in strict confidence, giving fullest possible details, experience, and salary required, to 121/251, Office of this Paper.

**R**EQUIRED by City Wholesale Druggist, Junior Clerk for credit desk and bond work. State age, previous experience and salary required. 122/258, Office of this Paper.

**R**EPRESENTATIVES with well-established connections required by largest firm of Olive Oil producers in the world to work Kent, Surrey and Sussex area. Apply 121/256, Office of this Paper.

**R**EPRESENTATIVE required, young, energetic, to sell Bottles and Sundries, calling upon Chemists, Doctors and Hospitals. Write, stating age, experience and salary required, 122/260, Office of this Paper.

**R**EPRESENTATIVES required to introduce a Blood Purifying Pill to Doctors, Chemists, Hospitals, etc.; only recently marketed, but known privately for over 3 years; never yet failed to cure, even chronic cases of boils, carbuncles, etc., within week to 10 days; repeat orders received from doctors and chemists familiar with cure; 20% commission. The "Z" Co., 23 Mason's Hill, Bromley, Kent.

**S**OAP and Perfumery.—Representatives required by old-established Manufacturers of high-class Soaps and Perfumery and Toilet Preparations for Midlands, Potteries and Wales, also for London suburbs; previous experience in the trade essential. Write, stating full particulars, to 122/257, Office of this Paper.

**T**OILET PREPARATIONS.—Wanted, an experienced man to take charge of small Factory (in London) producing Hair Preparations, Bath Salts, etc. State age, qualifications, and salary required to 121/250, Office of this Paper.

#### (COLONIAL, INDIAN AND FOREIGN)

**F**OREIGN REPRESENTATIVES. Vacancies exist for two single men to travel in the East as Representatives of British firm of Fine Chemical Manufacturers; Pharmaceutical qualification or experience necessary. The fullest particulars should accompany all applications. 121/255, Office of this Paper.

## SITUATIONS WANTED.

## RETAIL [HOME.]

2s. for 18 words or less; 6d. for every additional 10 words or less, prepaid.

The ADVERTISER may if preferred have replies addressed to this Office, and forwarded on payment of an additional charge of 1/-.

**A.A.A.A.** —ASSISTANT; unqualified; trustworthy; recommended; excellent London and provincial experience, Counter, Dispensing, Window, Photographic; 24; abstainer; excellent references; Manchester or Lancashire Coast preferred, not essential. 27/5, Office of this Paper.

**A.A.A.** —ASSISTANT; 15 years' experience; Dispensing, Counter, all-round experience; disengaged shortly; distance no object. "A. H. C.", 14 Bayhall Road, Tunbridge Wells.

**A.A.A.** —LOCUM; temporary, permanent; take entire charge; middle-aged; abstainer; experienced; moderate remuneration; disengaged; excellent references. BM/ZP6N, London, W.C.1.

**A.A.** —QUALIFIED Chemist, with excellent experience in all branches of Pharmacy and Photography, seeks post as Manager or Senior Assistant; willing to invest capital in sound business. 23/37, Office of this Paper.

**A.** —QUALIFIED, 28, present managing, seeks change, view permanency; good all-round experience; Yorkshire, Midlands preferred. 23/33, Office of this Paper.

**A.** —CAPABLE Manager or Assistant; unqualified; disengaged; experienced all departments; abstainer; references. "M.", 86 Lady Margaret's Road, Holloway, N.19.

**A.** —CAPABLE, experienced Manager, or Assistant; middle-aged; single; unqualified. "Aspirin," c/o Miss Whitwell, 3 West Parade, Lincoln.

**A.** —QUALIFIED Chemist; first-class experience, Counter, Dispensing, Photography; City, West-End, suburbs; smart Salesman; full or part time. P.C.B. 7/14, Office of this Paper.

**A.** —THOROUGHLY efficient lady Dispenser (Hall qualification), experienced with Chemists (including Counter), Doctors, Institutions, also clerical work, will give services for small salary to obtain engagement, City or S.W. London; highest credentials. "L.", 45 Nimrod Road, S.W.16.

**A.** —ALL-ROUND; unqualified; 22; West-End experience; competent Counterman and Dispenser; highly recommended. "Statim," 164 Duke's Avenue, N.10.

**A.** —S Manager, Senior or Locum; Drug Stores preferred; Prescriber; personality and business builder. "G.", 130 Scott-Ellis Gardens, N.W.8.

**A.** —S Manager or Assistant; unqualified; 45; Dispensing, Counter, Windows, Photo, etc.; abstainer. "A. B.", 2 Walham Grove, Fulham, S.W.6.

**A.** —SSISTANT, unqualified; Counter, N.H.I., Photographic; whole or part time; London only. Write "Sartor," 2a Yalding Road, Bermondsey, S.E.

**A.** —SSISTANT; unqualified; all-round experience; can manage; temporary or permanent. "Radix," 72 Tremadoc Road, Clapham, S.W.4.

**A.** —SSISTANT, 22, unqualified, excellent experience, Dispensing and Counter, desires post high-class Pharmacy; London or South Coast preferred. H. Bunkham, 3 Pelham Street, South Kensington, S.W.7.

**A.** —SSISTANT, unqualified, 24 years, 5 ft. 10 $\frac{1}{2}$  in., first-class experience, Counter, Windows and Dispensing, desires progressive post; sound references; disengaged. "B.", Holme Poynt, Shiffield, Wymondham, Norfolk.

**A.** —SSISTANT, tall, age 21, unqualified, desires situation; Dispensing, Counter, Photographic, etc.; London; quick and accurate Dispenser; obliging and willing; excellent references; disengaged in week. Rogers, 2 Ellingham Road, Shepherd's Bush, W.12.

**A.** —SSISTANT; unqualified; 23; 9 $\frac{1}{2}$  years' good all-round experience; energetic and enterprising; keen Window-dresser; disengaged. "Sparklet," 761 Garratt Lane, Tooting, S.W.17.

**A.** —SSISTANT; unqualified; manage Drug Stores or N.H.I.; Counter, Photographic; abstainer; disengaged; terms moderate. Write P.C.B. 7/13, Office of this Paper.

**A.** —SSISTANT; unqualified; capable; all-round experience; would manage; temporary or permanent; good reference. P.C.B. 7/11, Office of this Paper.

## NAMES AND ADDRESSES.

When sending advertisements for any of the sections in this Supplement, advertisers—as a guarantee of good faith and not necessarily for publication—should always give their names and addresses. It sometimes occurs that this rule is not followed and delay and disappointment ensues. Strict attention to this detail will be appreciated.

**A.** —SSISTANT; unqualified; first class London experience; disengaged. "H. P.", 54 Temperley Road, Balham, S.W.12

**A.** —SSISTANT; unqualified; age 37; height 5 ft. 10 in.; West-End and suburban experience; well up Dispensing, Photographic, Window-dressing; factful and persuasive Salesman; disengaged at once; good references. "Chemicus," 263 Norbury Crescent, Norbury, S.W.

**A.** —SSISTANT; 27; Medical Degree; good experience, Dispensing and Prescribing; business capabilities; good appearance disengaged. P.C.B. 7/21, Office of this Paper.

**A.** —SSISTANT, 23, unqualified, desires situation; 7 years' experience; good references; Birmingham district preferred; disengaged. "C. F.", 26/40, Office of this Paper.

**A.** —SSISTANT, 20, tall, competent, well educated, desires position in high-class London Pharmacy. 26/39, Office of this Paper.

**A.** —SSISTANT; unqualified; 29; country, town, Yorks or Lincs Agricultural experience; good references. 27/20, Office of this Paper.

**B.** —RANCH Manager; Liverpool, Birkenhead or Wirral; excellent experience of all sides of the business. "W. J. C.", 39 Elm Road N., Prenton.

**B.** —RANCH Manager or Assistant; qualified; first-class experience; competent and capable; Dispensing, Counter, and Photographic; now disengaged. 26/24, Office of this Paper.

**D.** —ISENGAGED.—Qualified lady, with excellent Dispensing experience, desires post in or near London; Locum or permanency. 27/17, Office of this Paper.

**D.** —ISPENSER, with Hospital or Doctor; young lady; 26; Hall qualification; Book-keeping, Secretarial work, other Surgery duties; can drive car; running repairs. 22/5, Office of this Paper.

**D.** —ISPENSER, Book-keeper and Drosser to Doctors; highly trained; exceptional references; permanent. Vasey, Ham-brook, near Bristol.

**D.** —ISPENSER-SECRETARY, lady (Hall); Hospital trained; 5 years present position in partnership practice with entire secretarial and book-keeping responsibility; excellent testimonials. Sanders, 6 Waldegrave Gardens, Twickenham.

**E.** —VENINGS.—Relief (one, two or three weekly); qualified; West-End or near suburbs. 27/6, Office of this Paper.

**E.** —XPERIENCED unregistered Assistant seeks berth; active, obliging and methodical; several years last situation. 26/30, Office of this Paper.

**J.** —UNIOR Assistant, female (Part I qualification), age 20, requires situation until September; free now; first-class experience in Dispensing, Counter and Photographic work; excellent reference. Apply K. Meynell, 36 Harrow Road, Linthorpe, Middlesbrough.

**J.** —UNIOR Assistant, age 21, desires situation; excellent references and good all-round experience; Midlands preferred. 23/26, Office of this Paper.

**J.** —UNIOR, age 20, requires situation, West of London or near C/o Barley, Central Pharmacy, Thame, Oxon. Good references.

**L.** —ADY Dispenser (Hall qualification), 6 years' experience, requires a post with Doctor; London preferred; now disengaged. Fraser, 16 Deauville Court, Clapham Park, London.

**L.** —ADY Assistant, Dispensing (3 years), Counter, Window-dresser, competent, desires situation, S.E. London (on B.D.H. Register); passed part Hall. Ahier, 57 Blacklands Road, Catford, London.

**L.** —ADY, 25, disengaged, 8 years' Dispensing and general Retail experience, requires situation; London or South Coast preferred, but not essential. Williams, 68 Naver Road, Dorking, Surrey.

ADY Assistant; 8 years' experience, Counter, D. & P. and Stock; temporary or permanent. Davis, 2 Sheen Gate ansions, E. Sheen, S.W.14.

ADY Dispenser requires position in Doctor's Surgery; Locum or part time, in E., E.C., country, or seaside. P.C.B. 7/16, Office of this Paper.

ADY Dispenser (Hall) requires position in Doctor's Surgery, Barnes, Putney, Hammersmith; Locum, part or full time. C.B. 7/160, Office of this Paper.

IVERPOOL.—Lady, highly recommended, good Dispensing and Counter experience, disengaged, desires Locum or permanency. "S.", 15 Mulgrave Street, Liverpool.

OCUM; qualified; disengaged March 17; capable and reliable. "Chemist," 32 Fairmount Road, Brixton Hill, S.W.

OCUM; disengaged; qualifications, Prescribing, Counter, Dispensing, Optics; experienced; reliable; reasonable terms; highest references. "Locum," 26 Wellington Road, Wealdstone, Harrow.

OCUM or Emergency Relief; 20 years' all-round experience; any period or distance. "Chemist," 239 Camberwell New Road, S.E.5.

OCUM; age 29; tall; experienced all branches; reliable and well recommended; any period or distance; booking now. "Quorum," 26/4, Office of this Paper.

MANAGER, Scot; qualified; 41; trustworthy; 15 years' consecutive London experience, West-End, suburban and tores; keen buyer and business builder; disengaged soon. taylor, c/o Walker's Pharmacy, 41 Leyton Road, Stratford, E.15.

MANAGER or Senior Assistant; qualified; 30; experienced all branches; capable buyer; accustomed sole charge; knowledge of Optics; excellent references. "Scot," 24/80, Office of his Paper.

MANAGER; qualified; 29; married; excellent experience, Dispensing, Salesmanship, Photographic, etc.; keen buyer; capable sole charge; excellent references; London and provincial xperience. "Scotsman," 24/8, Office of this Paper.

MANAGER; qualified; 27; married; first-class experience, London, country; excellent references; disengaged when required. "Progress," 59 Stanley Avenue, Motspur Park, New Malden, London.

MANCHESTER DISTRICT.—Qualified desires position as Manager or Assistant; reliable; energetic. Hart, 8 Durnford Street, Middleton, Manchester.

M.P.S.; 45; Locum or Manager; disengaged; experienced all branches; excellent references. "B. P.," 27 Couverie Road, Harrow, Middlesex.

M.P.S., F.S.M.C., 20 years' experience, is open for temporary engagement; registered I.C.Q.O.; take sole charge. 24/12, Office of this Paper.

M.P.S., MARRIED, desires position as Manager or Assistant; 20 years' London experience; capable and active; disengaged March 5. 25/40, Office of this Paper.

M.P.S., at present managing, with leading West-End Dispensing house experience, wishes permanent post as Senior Assistant or Manager of high-class Pharmacy; highest references; North preferred. 26/2, Office of this Paper.

M.P.S., F.S.M.C., seeks management early April; age 45; experienced; living accommodation if possible; permanency only. 27/34, Office of this Paper.

PHARMACIST (35); free three evenings a week (from 6 p.m. London Bridge); long Retail experience. "Chemist," 26 York Road, Waterloo, S.E.

PHARMACIST, first-class experience, desires good Management, having just disposed of business. Blarney, 18 Northgate, Gloucester.

QUALIFIED Locum or Manager; over twenty years' experience, mostly West End; competent, reliable; disengaged. "Pharmacist," 81 Camden Road, N.W.1.

QUALIFIED; 22; good experience in quick up-to-date cash and Dispensing business; Photography, etc.; excellent references. Mortimer, c/o Galloway, 100 Church Street, Blackpool.

QUALIFIED, 30, disengaged, 10 years' good all-round experience, seeks permanency as Manager; South Coast or London preferred, but not essential. Jones, 68 Naver Road, Dorking, Surrey.

QUALIFIED, 23, tall, good appearance and address, first-class Dispensing and Counter experience, desires position in good-class Pharmacy. Hancock, Avondale, Sandbach, Cheshire.

QUALIFIED; disengaged; experienced in all branches; young and energetic. P.C.B. 7/10, Office of this Paper.

QUALIFIED Assistant, 26, seeks post as Senior or Manager in Wallasey or Liverpool (home town); London and provincial experience; excellent references. 26/28, Office of this Paper.

QUALIFIED; 26; Dispensing, Counter and Photographic experience; London and North of England; disengaged; full particulars by return. 26/26, Office of this Paper.

QUALIFIED, 22, good Counterman, accurate Dispenser and Stock-keeper, requires position in good-class business; good references; disengaged; Midlands preferred, not essential. "Pharmacist," 27/21, Office of this Paper.

THOROUGHLY competent, capable, experienced Assistant; Dispensing, Counter, Photography; Locum or permanency; London or provinces. "Locum," 440 Uxbridge Road, London, W.12.

TRAINED Nurse-Dispenser (Hall) seeks post, Doctor or Institution; London preferred. F. Fage, 6 Shrubbery Road, Streatham, London, S.W.16.

UNQUALIFIED; 35 years' all-round experience, including Shipping; capable taking charge; disengaged; good reference. Bagshaw, Park Square, Newport, Mon.

UNQUALIFIED, 21, desires situation, Birmingham district (preferred); 6 years' experience; N.H.I. Dispensing; excellent references; state salary (outdoors). Apply 26/5, Office of this Paper.

YOUNG qualified desires position; shortly disengaged; 12 months' London experience; capable and trustworthy; excellent references. 26/13, Office of this Paper.

## WHOLESALE.

The ADVERTISER may if preferred have replies addressed to this Office, and forwarded on payment of an additional charge of 1/-.

ACTIVE, enterprising Salesman (young) desires appointment as Representative; Birmingham district; Drugs or Sundries; 10 years' experience, Wholesale and Retail. Address 27/13, Office of this Paper. Will advertiser please send name and address to this office?

LEADING Toilet House Representative, calling Stores, Chemists, Ladies' Hairdressers, West-End, City, could introduce one other good Proprietary. "Toilet," 122/259, Office of this Paper.

MAN requires situation; all-round experience; packing not objected to. "G. C.," 11 Nelson Square, Blackfriars, S.E.1.

OWING to completion of Agency for Continental Toilet Preparation, same passed to Wholesaler, agents given up type of business, young Sales Manager seeks position on Sales Staff where hard, persevering work will assure good future; long hours no bar where prospects are sound; pioneering proposition or new line, not necessarily toilet, especially welcomed; prepared to work entirely on own initiative; sound record; undeniable references; free at any time; firms offering 10% commission side lines respectfully requested not to write. P.C.B. 6/32, Office of this Paper.

PHARMACIST, 20 years' Retail proprietor, requires change to Wholesale as Representative, Welsh ground, or other position. 20/39, Office of this Paper.

REPRESENTATIVE, first-class connection Wholesale and Retail, Lancashire and Yorkshire, open for change; first-class references. 23/40, Office of this Paper.

REPRESENTATIVE, 28, Public School, good salesman, smart appearance, valuable connection London and Midlands, desires some first-class selling lines. 27/18, Office of this Paper.

REPRESENTATIVE, 32, desires position well-known Drug of Packed Goods House or Perfumery Toilets; connection Bristol, Somerset, Dorset, Devon, Wilts, Hants, North Cornwall; Retail experience; salary and expenses. 26/35, Office of this Paper.

SALESMAN-REPRESENTATIVE desires to represent well-known house; good appearance and address; live Chemists' connection in Yorkshire, Durham and Northumberland; salary, commission and expenses basis. "D. M. S.," 26/17, Office of this Paper.

TWO Salesmen, with good connections, desire representation for first-class Pharmaceutical Products; territories worked by car. 121/252, Office of this Paper.

UNQUALIFIED, 22, 3½ years' Retail experience, desires progressive position (inside) with London Wholesale House; disengaged one month. 23/31, Office of this Paper.

500 NEW accounts in one year on neglected ground. Representation desired for good house; salesmanship and propaganda work a speciality; considerable experience; good address; Chemists' and Doctors' connection (over 3,000); disengaged; salary and expenses basis; can drive car. "Recto," P.C.B. 7/23, Office of this Paper.

#### [COLONIAL, INDIAN AND FOREIGN.]

BRITISH Firms with or desiring interests in Canada, U.S.A., Australia invited to communicate with Chemist prepared to consider commissions on results basis. "H," 23/24, Office of this Paper.

#### FOR SALE.

DISPENSING Balance (as new), spare glass pan and Al. weights, complete, 30s.; spare Set Weights, 2s. 6d.; Pill Machine, 5 grs., 20s.; Hypodermic Syringes, 20 mm. Record with 8 new needles 5s. 6d., 20 mm. all glass 2s.; Dental, all metal (P. D. & Co.), with 2 needles, 5s.; Hydrometers, 1.000-1.025, 1.020-1.045, 1.200-1.400, 1s. 3d. each; Optician's Trial Case, complete with prisms, Maddox rods, etc., polished walnut case, £5; Trial Frame, 25s.; Ophthalmoscope (plane mirror), 2s.; Baird's "Optrex" Rule; Trial Cards (distance, reading and astigmatic); Repair Outfit (pliers, drills, screwdriver, screw-plates, files, solders, soldering tools, etc.); small Show Case, containing 4 Lorgnettes and 10 assorted Windsor Gold-filled C/S and Fitsu Fittings (all new); new Frames, steel 3 S/S, 6 C/S, gold-filled 3 S/S, 11 C/S, 3 Pince-nez, 2 Windsor gold-filled C/S, 9 dark ditto, 2 dark Windsor Fitsu, 21 Fitsu Rimless, assorted sizes; Reading Glasses, 6 and 7.5 cms. diam.; "Mirakel" Binoculars; 2 Telescopes; Optical Books (about 20), including Drift's "Refraction," "Ophthalmico-optical Manual" (Swaine); "Repairing Optician" (Fray), "Sight-testing Made Easy" (Hardwicke). What offers? Speakman, 189 St. Paul's Road, Balsall Heath, Birmingham.

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